What Makes Neighborhood Healthcare Such a Great Community Asset?

We are the healthcare safety net for 65,000 patients a year regardless of their ability to pay. Providing critical medical, dental and behavioral health services.

- Homeless patients receive help and hope from our doctors, psychiatrists and case managers
- Pregnant teens receive prenatal care that includes education, screening for depression and dental care
- Victims of domestic abuse and their children receive medical care and help from our psychiatrists and social workers
- Diabetic patients receive on-site retinal screening to help prevent blindness
- Our preventative cancer screening services save the lives of thousands of mothers and fathers every year
- Our services and programs bring compassion, hope and healing to some of the most vulnerable people in our communities

Give the Gift of Good Health and donate to Unfunded Care at www.nhcare.org/donations

Good Health translates into stable employment, happier families and nurtures hope for the future.

Visit NHCARE.ORG for more information

Our health centers are located in Lakeside, El Cajon, Escondido, Pauma Valley, Temecula, Menifee and Hemet. Our 12th health center will be located in Poway, CA.
Welcome to the Greater San Diego area, where the sun rises on endless possibility. Here, our size, culture, and full spectrum of accounting, consulting, and wealth management services reflect the needs and nature of dynamic clients in the global market. As you explore your next opportunity, we invite you to discover how Moss Adams is helping companies thrive.

RISE WITH THE WEST.
Welcome to the 2017 Giving Guide

The power of philanthropy in our region continues to grow. San Diegans’ willingness to share resources — hundreds of millions of dollars in cash and services, plus generous volunteer hours — is having a big impact on our community, delivering services to those in need. These are the efforts that led San Diego to be named “America’s Most Charitable City” by Charity Navigator, America’s largest charity evaluator.

This year’s Giving Guide is a way for community-minded businesses to connect with some great agencies. The organizations featured in this publication are led by and staffed with dedicated professionals who are prepared to diligently leverage your donations of money, time and talent. These “for-impact” agencies are looking for you. Many need your professional experience on boards, your in-kind services or cash donations, or your employees to volunteer just a few hours at an event they’re hosting. Wherever you can connect, you and your company will be gratified by making San Diego stronger. These agencies and those they help will be grateful too.

I’m honored to be in a community of such generous people and companies helping to make San Diego a champion of giving, and a better place for us all. I’d like to thank our internal team for bringing the Giving Guide together this year: Gina Bertuzzi and Courtney Shamrell are responsible for compiling the Lists in this issue; Sandra Powers, Suzan Peterson and Angela Castillo handled cover design, layout and graphic design of the Giving Guide. We are also grateful to other contributors for their support: Emily Young at USD’s Nonprofit Institute; Megan Thomas at San Diego Social Venture Partners. And a special thank you for the advertisers in the Giving Guide, along with this year’s sponsors — Association of Fundraising Professionals (AFP), Grantmakers; Cindi Phallen at Create Possibility; and Richard Bockoff at San Diego Social Venture Partners. And a special thank you for the advertisers in the Giving Guide, along with this year’s sponsors — Association of Fundraising Professionals (AFP), Grantmakers; Cindi Phallen at Create Possibility; and Richard Bockoff at San Diego Social Venture Partners.

Most importantly, thank you to the generous business community in the San Diego region, all the people who connect to and support all the wonderful nonprofit agencies and their missions. I hope you’ll find inspiration in this issue and a way or two for you and your organization to help lift up others. Let’s make San Diego the best place it can be.

Dale Ganzow
Philanthropy Publications Director

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Life-Changing Partnerships

The Challenged Athletes Foundation (CAF) partners with organizations to ensure that individuals with physical challenges have access to sports and an active lifestyle.

CAF’s programs provide individuals with grants for adaptive sports equipment, training, coaching and competition expenses. They also put on camps and clinics and foster mentorship and community.

Make an impact today and get your company involved in the Challenged Athletes Foundation.

Learn more at CAF.org/partners

San Diego based Lusardi Construction has been a presenting sponsor of CAF’s largest community event by supporting financially and bringing over 80 employees and family members to participate and volunteer each year.
Key Questions To Ask When Partnering With A Nonprofit

By Cindi Phallen
Create Possibility

As a company executive, you are faced with important decisions about how to support the community in a way that drives positive social impact. Partnering with a nonprofit is a common way to do this but how do you know which ones to work alongside?

You may be interested in serving on the board. You may be looking for meaningful volunteer experiences for your employees. Or you may even be seeking philanthropic opportunities that align with your goals.

Don’t be shy! Your company should demand a deserving partner, so sit down with the CEO and/or a board member and see what you can learn. Passion for their mission isn’t enough. Start with a review of their 990 and then consider these 5 questions:

1. Does the organization have a strategic plan that is created and evaluated by the board? This will tell you if the board understands their role in setting strategic direction and it can also hint at the strength of leadership. Do you want to get involved with a nonprofit that doesn’t have a good handle on where they are going?

2. Are the organization’s beneficiaries satisfied with the organization? How do they know? The most effective nonprofits are in touch with the people they serve. They create feedback loops and stay engaged so they understand changing community needs and can evaluate the impact their work is having. It’s tough to justify supporting a nonprofit that doesn’t measure results.

3. Are you comfortable with the organization’s funding model and is there diversity among revenue sources? Or are they mostly dependent on charitable giving and start from scratch each year? You’re likely interested in a long-term sustainability strategy vs a crisis fundraising approach. It’s worth asking if they have 100% board giving also.

4. Does the organization provide opportunities for leadership development — both on the staff and volunteer side? You can learn a lot about a nonprofit by how they invest in their human capital. If you’re going to serve on the board, it’s a reasonable expectation to think you will gain from the experience. If training and education are the first things cut from the budget when things get tight, their priorities may be off. Strive to team up with the best and the brightest.

5. How much overlap is there between your customers and the nonprofit’s audience? Regardless of how you end up partnering with a nonprofit, good business sense tells you to find some alignment here. Not only do you want your employees to find value in the volunteer opportunities, but how can this partnership positively affect your bottom line?

There are other questions to ask too, but these are a great start. And be prepared to answer some questions from them. A great nonprofit leader will want to know why you see them as a potential partner and will do their diligence to ensure your company is worthy of them also.

And if they don’t, then that’s a red flag.

Walden Family Services helps children in foster care heal, discover who they are, and learn to develop healthy relationships. And when they are ready, Walden unites them with foster and adoptive families who help them reach the promise of their full potential.

Your generosity ensures that vulnerable children grow up in a loving family to become strong and productive members of community.

Make a gift today or find out how you can become a corporate partner.

www.waldenfamily.org

San Diego | Los Angeles | Riverside | San Bernardino
Building America’s cleanest, safest and most reliable energy company.

43% renewable energy...and growing.
Building America's cleanest, safest and most reliable energy company. 43% renewable energy...and growing.
Giving Opportunities

As an independent Catholic school, OLP does not receive federal, state or diocesan funding. The school relies on community support to enhance its academic, athletic and co-curricular programs, preserve its historic campus and fund student scholarships.

Ways to donate:
• Make a donation at aolp.org/givenow
• Become a sponsor or purchase tickets to the Gala and Auction or the Women’s Symposium
• Contact us to learn more!

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Retired

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San Diego region

Fundraising Events (or Areas of Funding)

OLP Gala and Auction, Soir en Noir et Blanc, March 3, 2018
Celebrating 135 years of educating young women in San Diego, OLP’s annual Gala will feature a spectacular auction, live entertainment and dinner provided by The French Gourmet.

Volunteer Opportunities

If you share our passion for educating, empowering and inspiring girls in San Diego to be “all of which woman is capable,” we hope you will get involved with OLP by attending an event, joining a committee or sharing your ideas for partnership!

Women’s Symposium

OLP’s fourth annual Women’s Symposium will be held on March 9, 2018. This unique speaker series brings together dynamic, successful women in San Diego and beyond to inspire OLP students to fearlessly pursue their dreams. We are seeking sponsors and panelists from all industries.

Enrichment Programs and Internships

OLP students are regularly seeking enrichment programs and internships, particularly in the areas of science, technology and engineering. Please contact us if your company is interested in a bright, ambitious and innovative student leader to participate in your program.
Invest in Her Future

As the oldest high school in San Diego, the Academy of Our Lady of Peace has been educating young women for 135 years.

Invest in the next generation of women leaders and innovators.

Give today at aolp.org/GiveNow

In a class of 177 students, 67% received at least one merit-based scholarship. This amounts to more than $27.1 MILLION in merit-based scholarships.

78% of students are taking at least one of the 36 AP & Honors Courses offered.

350+ leadership opportunities

33 athletic teams

36% of the Class of 2017 plan to pursue STEM majors in college.

A Catholic college preparatory school in the tradition of the Sisters of St. Joseph of Carondelet
American Red Cross of San Diego/Imperial Counties

Mission Statement
The American Red Cross prevents and alleviates human suffering in the face of emergencies by mobilizing the power of volunteers and the generosity of donors.

Goals for 2017-18
The local Red Cross aims to be the most trusted community service organization in education, preparation and response to natural disasters and human emergencies. Join us in preparing you, your community and your business through the regional resiliency initiative Prepare San Diego.

For more information about Prepare San Diego, visit PrepareSanDiego.org.
For information on the Business Leadership Council, contact Wendy McKinney at 858-309-1217 or wendy.mckinney@redcross.org.

Service Area
We serve more than 3.3 million people in San Diego County, 180,000 people in Imperial County and 56,000 people in American Samoa.

Funding Events (or Areas of Funding)
Disaster Preparedness Academy
Did you know?
• Up to 40% of businesses never reopen following a major disaster
• 74% of small businesses don’t have a disaster recovery plan
• Nearly 60% of Americans are unprepared for a disaster of any kind

This March, join Red Cross and other community experts, instructors, and speakers to gain valuable skills and insights necessary to protect your business, employees, family and community from the potential impacts of disasters or emergencies.

Presented by the Red Cross and the San Diego Regional Chamber of Commerce. Call 858-309-1267 or visit redcross.org/sandiego for more details.

Shelter of Hope
From May 1-8, join the American Red Cross of San Diego/Imperial Counties for the annual Shelter of Hope campaign. Local Red Cross board members and supporters take turns sleeping in a simulated disaster shelter that travels throughout the county to raise awareness – and funds – for the vital services provided by the Red Cross. Last year’s Shelter of Hope raised over $500,000 and all proceeds benefit the local Red Cross. To learn more, please visit redcross.org/shelterofhope or call 858-309-1267.

Real Heroes Breakfast
Every fall, the American Red Cross of San Diego/Imperial Counties hosts the Real Heroes Breakfast, a community celebration honoring local individuals and organizations who’ve made a commitment to creating safer, stronger and more resilient communities. Nominations and sponsorships are accepted year-round for the annual event. To learn more about the Real Heroes Breakfast, please visit redcross.org/sandiego/realheroes or call 858-309-1278.

Volunteer Opportunities
The Red Cross helps people in emergencies every day and our vital work is made possible by our volunteers. The Red Cross is always looking for people with various backgrounds, talents and skills. Join the 2,000+ local volunteers at redcross.org/volunteer.

Giving Opportunities
Donations enable the Red Cross to prepare for, respond to and help people recover from disasters. A hot meal delivered to disaster victims, shelter when there is nowhere else to turn, an emergency message delivered to a member of the Armed Forces – these are just a few ways that your gift may be put to work at the Red Cross. Make a difference by donating at redcross.org/donate, calling the local Red Cross office donation line at 858-309-1278 or text REDCROSS to 90999 to make a $10 donation.

Board of Directors and their Company/Affiliation

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* Ex-Officio Members
How We Help

The American Red Cross exists to provide compassionate care to those in need. Our network of generous donors, volunteers and employees share a mission of preventing and relieving suffering, here at home and around the world, through five key service areas including disaster relief, supporting military families, supplying blood, health and safety instruction, and international humanitarian work.

Volunteer—Make a Difference In Your Community

Nearly 95% of Red Cross disaster relief workers are volunteers, who respond to displaced families in San Diego and Imperial Counties almost every day. The vast majority of those families are displaced by home fires. Join us by volunteering to help deliver this critical service.

Prevent Home Fires

The Red Cross responds to nearly 64,000 disasters every year—the vast majority of which are home fires. That's why the Red Cross launched our nationwide Home Fire Campaign in 2014 and rallied an army of volunteers, donors and partners to canvass high-risk neighborhoods, install free smoke alarms, replace batteries in existing alarms and help families create escape plans. Learn more at soundthealarm.org/sandiego.

Impact Lives—Donate Money or Blood

The Red Cross is not a government agency, and depends on the generosity of the communities we serve. You can ensure that help is available when needed by donating at redcross.org/sandiego.
Association of Fundraising Professionals, San Diego Chapter

Mission Statement
The local Association of Fundraising Professionals (AFP) San Diego Chapter, an association of professionals throughout the world, advances philanthropy by empowering people and organizations to practice effective and ethical fundraising on behalf of the community.

Goals for 2017-18
To engage new members, and support and sustain current members, in elevating the discourse and practice of effective and ethical fundraising. These goals encompass education of members through training, mentorship, resources, credentialing and partnerships; networking opportunities; recognizing excellence in philanthropy and volunteerism through National Philanthropy Day and our monthly education programs; and advocacy for legislation that favorably supports philanthropy.

Service Area
Professional Association

Fundraising Events (or Areas of Funding)
AFP San Diego hosts the annual National Philanthropy Day celebration honoring the work of people dedicated to making a difference in our region through philanthropy and volunteering. The event honors those within our community who are celebrating the gifts of time, talent and treasure through the power of philanthropy and volunteerism. Funds raised from National Philanthropy Day expand our ability to provide continued education and training to our members.

Volunteer Opportunities
AFP San Diego has a number of committees dedicated to advancing philanthropy through effective and efficient fundraising. Volunteer opportunities exist for individuals with developed skills and those who wish to learn new ones. Our volunteer committees include:
- Communications and Public Relations Committee
- Education Committee
- Diversity Committee
- Government Relations Committee
- Membership Committee
- Mentorship Committee
- National Philanthropy Day Planning Committee
- Resource Development Committee
- Scholarship Committee
- SNAP! Committee
- Young Professionals Committee

Giving Opportunities

Chapter Support Campaign
Funds raised through the campaign are invested in our chapter for the growth and support of our member benefits and services. These include education opportunities, scholarships, and continued professional development.

National Philanthropy Day
The annual celebration provides members and non-members the opportunity to sponsor the event, and purchase tickets in support of our ongoing chapter goals.

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UC San Diego
A celebration to recognize the critical role philanthropy plays in our community and to honor those who do it best

**DEL MAR FAIRGROUNDS**
Tuesday, November 14, 2017
11:00am-1:30pm

**NATIONAL PHILANTHROPY DAY 2017 HONOREES**
Outstanding Philanthropists
Gary & Mary West
Jeanne E. Schmelzer, CFRE
San Diego County Credit Union
Downtown San Diego Lions Club
Connie Matsui & Debra Farrar
Sister Ann Durst
Azareel Canizales & Charlotte Schmidt

**Tickets available at [WWW.NPD2017.ORG](http://WWW.NPD2017.ORG)**

**Presenting Sponsor**
UC San Diego

**Gold Sponsor**
Mission

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**Community Supporter**
La Jolla Playhouse

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La Jolla Institute for Allergy & Immunology

**Table Hosts**
La Jolla Country Day School
Ranch Santa Fe Foundation

**Sponsorship Opportunities are still available. Contact Georgia Ringer at 858.212.1706**
Barrio Logan College Institute

Information
Barrio Logan College Institute
1625 Newton Ave. Suite 200
San Diego, CA 92113
Phone: 619-232-4686
Phone: 619-232-4689
www.blci.org
info@blci.org
www.facebook.com/BarrioLoganCollegeInstitute
twitter.com/blci
Jose A. Cruz
Chief Executive Officer
Established: 1996

Mission Statement
Our mission is to break the cycle of poverty by preparing underserved students to be the first in their families to go to college through after school programs that begin in third grade.

Goals for 2017–18
Prepare underserved students for higher education through college readiness enrichment activities.

Service Area
Education

Fundraising Events (or Areas of Funding)
BLCI’s areas of funding include individuals, corporations, foundations, and government funds. Our fundraising events are the Year End campaign that begins in November and our annual Opportunity for Impact fundraiser in May.

Volunteer Opportunities
Our tutors, mentors, and speakers work hand-in-hand with students, families, and staff. Together, we are helping to create a legacy of hope, passion, and opportunity for the future generations of the Barrio Logan community.

Giving Opportunities
Donate On-Line
Donate By Mail
Set Up Monthly Debit
Donate via The San Diego Foundation at 619-402-1827, for the following:
- Endowments
- Stock Gifts
- Planned Giving Options
- Charitable Gift Annuities (Stock or Cash)
- Charitable Trusts

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Secretary
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Licensed Vocational Nurse
Heather Lattimer
Executive Director and Professor
University of San Diego
David Lopez
Executive Director
Teach for America San Diego
Victor Vilaplana
Vice President, Finance
Renovate America
Susy Villegas
President
SVPR Communications
THANK YOU
SAN DIEGO
FOR
HELPING US SEND
100%
OF OUR STUDENTS TO COLLEGE!

Since 1996, Barrio Logan College Institute (BLCI) breaks the cycle of poverty by preparing underserved students to be the first in their families to go to college through after school programs that begin in third grade. 100% of BLCI high school graduates enroll in colleges and universities nationwide.

For more information on how to change our student’s lives visit www.blci.org
Boys & Girls Clubs of Greater San Diego

Information
Boys & Girls Clubs of Greater San Diego
PO Box 178569
San Diego, CA 92177
Phone: 858-866-0591
Phone: 858-866-0595
www.SDYouth.org
info@SDYouth.org
www.facebook.com/BoysGirlsClubsGreaterSanDiego/
twitter.com/bgcofgreatersd

Danny Sherlock & Michelle Malin
Established: 1941

Mission Statement
To inspire and enable youth to achieve academic success, build good character and responsible citizenship and make healthy lifestyle choices.

Goals for 2017-18
Secure funding to upgrade/expand our bus fleet. Curb summer learning loss of members through new, hands-on summer learning program.

Service Area
We serve 19 locations, which covers 2,000 square miles, in San Diego, Escondido, 4S Ranch, Poway, National City, Ramona, Valley Center & Borrego Springs.

Fundraising Events (or Areas of Funding)
Our signature event, An Evening of Changing Lives, hosts over 700 guests and features a silent and live auction, three-course dinner and live entertainment. We host two golf tournaments that support our Borrego Springs and National City sites, as well as a month long fundraising and fitness campaign, Little Jumps, that concentrates on promoting health and wellness. Jump in with us this upcoming February!

Volunteer Opportunities
A variety of individual and group volunteer opportunities are available. Volunteers are needed in programs, to support fundraisers, and for one-time projects. Please note that opportunities are limited to weekdays until 6pm. Background checks are required.

Giving Opportunities
While membership costs are low for our families to attend our Clubs, it costs our organization much more to put one youth through our programs. In 2016, we awarded scholarships valued at over $740,000 while 83% of donations went to program services. We offer several ways to support us through donations, matching gifts, giving societies, in-kind services and planned giving.
Each day, thousands of young people walk through the doors of our Clubs and have their lives transformed. Through our academic success, character development and healthy lifestyle programs, we provide them with the stepping stones and a strong foundation to have a GREAT FUTURE!

SDYouth.org

Thank You To Our Major Partners
Volunteer Opportunities

Volunteers are a critical to our efforts to prevent and end homelessness. Volunteer opportunities are available for individuals or groups. We are happy to help you plan a corporate volunteer event. Volunteer can prepare and serve meals, mentor children, teach health and wellness or other classes, help with special events, sort donations, work in one of our many programs and more. Visit www.neighbor.org/volunteer to get started.

Giving Opportunities

Your support will transform lives. Become a monthly donor and invest in San Diego’s future today. Or, donate cash, stocks, cars, household goods, clothing and more. You can also donate through planned gifts, participate in special events and shop at our Furniture Warehouse and thrift stores. Donate online at www.neighbor.org or by calling 1-800-HOMELESS.

We value our corporate sponsors and business leaders. Contact Noah Jackson at 619-446-2116 or events@neighbor.org for information on becoming a corporate sponsor.

Father Joe’s Villages

Mission Statement

Our mission is to prevent and end homelessness, one life at a time.

Goals for 2017-18

As San Diego’s leading provider of services to people experiencing homelessness, Father Joe’s Villages provides emergency and permanent housing for nearly 2,000 women, men, and children each night, emergency services, meals, medical and behavioral healthcare, job training, therapeutic childcare, addiction treatment and other critical services all focused on the goal of ending homelessness. By tailoring our services to each person’s unique needs, we’re ensuring that all of San Diego shines.

Service Area

San Diego

Fundraising Events (or Areas of Funding)

Thanksgiving Day 5K – November 23, 2017

Celebrate the bounty of Thanksgiving at San Diego’s original Thanksgiving Day 5K in beautiful Balboa Park. Sponsored by Aimloan.com you can register at ThanksgivingRun.org.

Taste of the Village – Thursday, March 1, 2018

Come, experience, and learn about the employment and housing services Father Joe’s Villages offers to our neighbors in need. You will also enjoy food and drink prepared and served by our Culinary Arts Program students.

Children’s Charity Gala – Saturday, May 5, 2018

Father Joe’s Villages is at the forefront of programs that support families struggling with homelessness. By attending the gala, you help San Diego achieve its vision of a becoming a city without homelessness.

A Short Walk Home – August 2018

A 2.1 mile charity walk to generate awareness and funds to support people experiencing homelessness on their path to permanent housing. Visit: www.AWALKHOME.com

Planned Giving

Your charitable gift to Father Joe’s Villages is a personal expression of your goals, interests and beliefs. Whatever the size or form of your gift, we will work with you and your financial advisers to prepare a planned giving program that reflects your interests and objectives, and provides maximum benefits for all.

S.V.D.P. MANAGEMENT, INC.

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Community Member
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Senior Vice President and President of the San Diego Region
Wells Fargo
Adriana Cabré
Senior Vice President of Human Resources
MedImpact
Eric Cassaza (Secretary)
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FMT Consultants
Jim DeLapa
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ST. VINCENT DE PAUL VILLAGE, INC.

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CDR USN (Ret.)
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Ann Link
President
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van Adelsberg Goddard
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AMN Healthcare
Ed Witt (Chairman)
Owner
Witt Lincoln

Board of Directors
and their Company/Affiliation
WE SEE ALL OF SAN DIEGO SHINE.

Father Joe’s Villages houses nearly 2,000 children, adults, veterans, seniors and people with disabilities every night in:

- Permanent Supportive Housing
- Emergency Housing
- Transitional Housing
- Rapid Rehousing
- Affordable Housing

As one of the largest homeless services providers in San Diego, we also offer a range of supportive services:

- Employment & Education
- Therapeutic Childcare
- Franklin Antonio Public Lunch
- Addiction Treatment
- Mental Health Services
- Medical & Dental Services

Become a monthly donor to help us continue providing life-saving services to our neighbors in need.

DONATE | NEIGHBOR.ORG | 1-800-HOMELESS

Thank you to our major corporate partners:
Feeding San Diego

Information
Feeding San Diego
9455 Waples St, Ste 135
San Diego CA 92121
Phone: 858-452-3663
Fax: 858-768-7438
www.feedingsandiego.org
info@feedingsandiego.org
www.facebook.com/feedingsandiego
twitter.com/feedingsandiego
youtube.com/feedingsd
instagram.com/feedingsandiego

Vince Hall
Chief Executive Officer
Established: 2007

Mission Statement
We are committed to a culture of responsibility and dignity and to leading our local community in the fight against hunger by efficiently providing access to food and nutritious meals. Feeding San Diego builds local and national partnerships with purpose.

Goals for 2017-18
Established in 2007, Feeding San Diego quickly emerged as the leading hunger-relief organization in San Diego County, last year distributing 25.2 million meals to those in need. With a continued focus on closing the meal gap in San Diego by providing more nutritious meals, FSD seeks to find systemic solutions to hunger with a focus on nutrition, community partnerships, a well-equipped distribution network and advocacy efforts to influence public policy.

Service Area
San Diego and Imperial Counties

Fundraising Events (or Areas of Funding)
Month of a Million Meals: December 2017
Join our annual holiday campaign, in partnership with ABC10, to raise one million meals for children, families and seniors in need throughout San Diego.

Pairings with a Purpose: April 14, 2018
Eat, drink and cast your votes at a culinary competition pairing San Diego's finest chefs and breweries in beautiful Encinitas. This third annual event supports hunger-relief programs through Feeding San Diego.

Volunteer Opportunities
With the support of 16,000 volunteers, Feeding San Diego was able to serve more than 485,000 people last year. From individuals to large corporate groups, volunteers help sort, clean, bag and box food before it is distributed throughout the community. A Service Enterprise certified organization, FSD also offers opportunities for regular volunteers to lead shifts, provide administrative support and work with specific departments on specialized projects.

Giving Opportunities
Feeding San Diego relies on support from individuals, corporations and the community to fund critical programs for the 1 in 8 people in San Diego who struggle with hunger. With a high level of operational efficiency and fiscal responsibility, FSD maximizes the return on every donor’s contributions. For every dollar donated, FSD is able to provide four meals to those in need.

Support Feeding San Diego by sponsoring an upcoming event, hosting a food and fund drive at your office, underwriting a community food distribution, or donating funds online at feedingsandiego.org/donate.

Board of Directors and their Company/Affiliation

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<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Company/Affiliation</th>
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<td>Chair</td>
<td>Aqualia International Foundation LTD</td>
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<td>Sandy McDonough</td>
<td>Vice Chair</td>
<td>Paul, Plevin, Sullivan &amp; Connaughton LLP</td>
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<tr>
<td>Thomas Taylor</td>
<td>Treasurer</td>
<td>Thomas J. Taylor Construction, Inc.</td>
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<td>Rochelle Bioteau</td>
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<td>Community Activist</td>
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<td>Medenovo LLC &amp; CWC Healthtech Advisors</td>
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San Diego Business Journal: Custom Content
Giving Guide 2017
OCTOBER 30, 2017

20
FRESH SOLUTIONS TO HUNGER

Nearly 400,000 San Diegans, including 1 in 5 children, struggle with hunger. These hard-working families rely on Feeding San Diego and an outpouring of support from the community to help make ends meet. Join us this season to make sure every family has the nutrition they need to thrive.

❤ VOLUNTEER  💰 DONATE  📣 ADVOCATE

feedingsandiego.org

Feeding San Diego is your local Feeding America member committed to serving San Diego County.
Fleet Science Center

GIVING GUIDE 2017

Mission Statement
The Fleet Science Center connects people of all ages to the possibilities and power of science to create a better future. The Fleet is San Diego’s science center.

Goals for 2017-18
- Provide educational STEM programming to 475,000+ San Diegans and visitors at the Science Center, at schools and in the community.
- Provide free field trips to 15,000 students from local low-income, Title One schools.
- Host four large-scale events dedicated to inspiring learners of all ages (High Tech Fair, Impossible Science Festival, Maker Faire and DNA Day).
- Coordinate with 50+ partner organizations to provide free STEM programming in Barrio Logan/Logan Heights through the 52 Weeks of Science initiative, and expand to a second neighborhood: Clairemont.

Service Area
San Diego County

Fundraising Events (or Areas of Funding)
Saturday, June 2, 2018: Busting the Myths of Wine.
Join us as the Fleet Science Center is transformed to host an exquisite wine-paired dinner designed by renowned chef Andrew Spurgin and WineSellar & Brasserie owner Gary Parker. Science and culinary expertise will challenge your preconceived notions of wine at the Fleet's second annual event, co-chaired by Gary Phillips and Gary Parker. Enjoy a silent auction of impeccable wines and a live auction filled with memorable experiences. For details, email chernandez@rhfleet.org.

Volunteer Opportunities
The Fleet offers volunteer and intern positions in a creative, fun environment, from the gallery floor to our classrooms to behind-the-scenes administration. Corporations can build teamwork by volunteering together at the Fleet! Learn more by emailing volunteerservices@rhfleet.org.

Giving Opportunities
The Fleet serves more than 475,000 people a year and brings inquiry-based science education to classrooms and communities throughout San Diego. As a nonprofit organization, the Fleet Science Center relies on generous contributions from individuals, corporations, foundations and public agencies.

Corporate Partners—Build a Vibrant Science Community!
The Fleet's Corporate Partners Program helps companies reach new audiences, improve brand recognition, engage clients and reward employees, while supporting science in San Diego through the Fleet's extensive community and student programs. Sponsor an upcoming IMAX film in our Heikoff Giant Dome Theater, reach thousands of families through a science festival or advance the success of women in STEM careers by supporting the Fleet's suite of programs designed for girls.

Find out how your business can join community leaders like Qualcomm, San Diego Gas & Electric, Genentech, ResMed, Verizon, ViaSat, Microsoft and more in partnering with the Fleet to inspire the next generation of great thinkers. For more information, contact Julie Schardin at jschardin@rhfleet.org.

Luminary Society Membership—Support Your Passion!
The Luminary Society is the Fleet Science Center's premier membership program for those with a passion for the possibilities and power of science. Luminary Society members have access to exclusive events and special activities—earlier this year, members met the author of The Martian, Andy Weir. Luminary Society members also receive VIP access and early purchase opportunities for premium Fleet events like Star Wars: The Last Jedi Preview Screening on December 14, 2017. Contact the Fleet’s Development office to learn more at luminarysociety@rhfleet.org.

Board of Directors and their Company/Affiliation

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Senior Director of Compensation & Benefits
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Trade Relations Manager
Lynx, Inc.
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Manager
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FUTURE SCIENTISTS ARE MADE HERE.

The Fleet Science Center, featuring interactive science exhibits and the world’s first IMAX® Dome Theater, is the most visited museum in Balboa Park.

We host schools through field trips and workshops at the science center, and we also provide educational programs for students at schools throughout San Diego County.

We bring science to you! Programs like 52 Weeks of Science offer free science events in your neighborhood every week, and our Two Scientists Walk Into a Bar event brings 50 scientists on one night to 25 bars all over San Diego.

Science is everywhere ... and so is the Fleet.

RAISE A GLASS TO SUPPORT SCIENCE!

Save the Date for BUSTING THE MYTHS OF WINE Saturday, June 2, 2018

The Fleet Science Center’s Annual Wine-Paired Dinner and Auction in conjunction with our upcoming exhibition:

opening February 24, 2018.

For information, please contact Cristina Hernandez at chernandez@rhfleet.org.
Volunteer Opportunities

Girls need you! Whether you’re a woman or man, a parent or not, you’ll find volunteering for Girl Scouts rewarding. Invest an hour, a day, or more to help girls develop values and leadership skills.

Consider these flexible opportunities:

• Share your skills with girls in our outreach program
• Lead or co-lead a troop
• Volunteer at an event
• Serve on a committee
• Assist at a day camp
• Invite a troop to tour your workplace

Giving Opportunities

• Donate funds, products or services
• Sponsor an event or program
• Make a planned or matching gift

Mission Statement

Girl Scouting builds girls of courage, confidence, and character, who make the world a better place.

Goals for 2017-18

As it begins its second century, Girl Scouts San Diego will focus on increasing the number of girl members and adult volunteers so that every girl who wants to has an opportunity to become a G.I.R.L. (go-getter, innovator, risk-taker and leader).

Service Area

San Diego County and Imperial County

Fundraising Events (or Areas of Funding)

Girl Scout Cookie Program
Helping girls develop confidence; gain skills in goal setting, decision making, money management, and business ethics; and raise funds for troop and council activities. (Jan. 28-March 11, 2018)

Girl Scout Outreach Program
Bringing the Girl Scout Leadership Experience to residents of underserved areas of our community.

Camperships
Providing scholarships for girls to practice leadership and make lifelong memories at summer camp.

21st annual Urban Campout
San Diego’s “fun fundraiser for grown-ups,” with gourmet dining, dancing, games and s’mores under the stars. (Sept. 14, 2018; Girl Scouts’ Balboa Campus in Balboa Park)
THERE IS POWER IN EVERY G.I.R.L.

Unleash it at Girl Scouts.

SELF-STARTER GO-GETTER ACHIEVER DILIGENT DOER ENTHUSIAST MOTIVATER BALL OF FIRE ENERGETIC PERSISTENT DETERMINED TO SUCCEED INNOVATOR CHALLENGES ASSUMPTIONS TinkerER DREAMER INVENTOR BRAINSTORMER CURIOUS VISIONARY EXPERIMENTER THINKS OUTSIDE THE BOX RISK-TAKER OPEN-MINDED ENTREPRENEUR PIONEER BRAVE CURIOUS STRONG COURAGEOUS EXPLORER TRAVELER MOVER AND SHAKER ADVENTURER PASSIONATE CONFIDENT RESPONSIBLE MENTOR ADVOCATE LEADER SUPPORTIVE CHANGE MAKER KIND APPRECIATIVE CHAMPION GROUNDBREAKER OPTIMIST ACTIVIST

www.sdgirlscouts.org  •  (619) 298-8391
Interfaith Community Services

Welcome Home Kit Makers
While moving into a new apartment is exciting for formerly homeless individuals and families, it can also be stressful when you don’t have all of the necessities to truly make it a home. Donate household essentials like towels, sheets, pillows, laundry detergent, plates, furniture, and more to our newly housed neighbors.

Computer Lab Assistant
For many, securing a stable job is key to finding a permanent home and staying on the path to self-sufficiency. Volunteer in our computer labs by providing one-on-one computer tutoring, help with resumes and cover letters, and assistance filling out online applications.

Giving Opportunities
When you give to Interfaith, you are addressing the challenges faced by many in North San Diego County. By helping people help themselves, YOUR neighbors regain their self-sufficiency. Give to Interfaith by visiting www.interfaithservices.org and click the “Donate” button at the top of the page.

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Manny Martinez
Kate McKone-Sweet
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Stephen Smith
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Christine Weigel-Schwan

Mission Statement
Interfaith Community Services empowers people in need to stabilize and improve their lives through comprehensive programs, in partnership with diverse faith communities and people of compassion.

Goals for 2017-18
Interfaith’s Housing 1,000 campaign will assist one thousand veteran and civilian men, women, and children move off the streets, into their own homes, and end their homelessness this year.

Service Area
At Interfaith, we offer a broad continuum of “wrap-around” services organized into five clusters:
• Housing
• Employment and Economic Development
• Recovery and Wellness
• Self-Sufficiency and Supportive Services
• Clinical and Behavioral Health

Fundraising Events (or Areas of Funding)
Last year, Interfaith successfully moved 538 individuals off the streets, into their own apartments - ending their homelessness. This year, we aim to make this a reality for 1,000 men, women, children, Veterans, youth, seniors, and disabled adults currently living on our streets. In order to realize this ambitious goal, Interfaith Community Services needs YOUR help. There are three ways you can get involved:
1. Donate to our housing programs or donate household items,
2. Volunteer to work with our clients, and
3. Refer property managers who would like to rent to individuals and families who have the benefit of wrap-around support at Interfaith.

Volunteer Opportunities
Haven House Year-Round Emergency Shelter
For those sleeping on the streets, a warm bed, nutritious meal and access to a shower is a gift. By volunteering in our Haven House Year-Round Emergency Shelter, you will help support our homeless community members on their journey to self-sufficiency.
Last year - with the help of over 2,800 incredible volunteers and 100 dedicated staff, **Interfaith Community Services** ended homelessness for 583 unique men, women, and children throughout North San Diego County last year.

This year, Interfaith plans to end homelessness for **1,000 individuals**.

Visit interfaithservices.org to learn how your donation can make a difference.
Jacobs & Cushman
San Diego Food Bank

Information
Jacobs & Cushman San Diego Food Bank
9850 Distribution Avenue
San Diego, CA 92121
Phone: 858-527-1419
Fax: 858-527-1457
www.SanDiegoFoodBank.org
Facebook: www.Facebook.com/SDFoodBank
Twitter: @SDFoodBank or www.Twitter.com/SDFoodBank

President & CEO
James A. Floros
Email: jfloros@sandiegofoodbank.org
Established: 1977

Mission Statement
The Jacobs & Cushman San Diego Food Bank provides nutritious food to people in need, advocates for the hungry, and educates the public about hunger in our community.

Goals for 2017-18
The Food Bank feeds, on average, 370,000 people every month in communities throughout San Diego County. Last year, the Food Bank distributed 26 million pounds of food. Of that number, nearly 9 million pounds was fresh produce. The Food Bank’s goals for 2017-2018 include:

- Breaking the cycle of poverty among the families we serve. By feeding hungry children who struggle to concentrate in school, the Food Bank is strengthening their educational and career prospects and putting our community’s children on the path to success.
- Increasing participation by colleges and universities in our College Hunger-relief Program to provide food assistance to college students from working-poor families who struggle to make ends meet.
- Growing the Food Bank’s Diaper Bank Program to remove a barrier to work for low-income parents with infants and toddlers.
- Expanding hunger-relief services in North County through our North County Hunger Initiative.
- Reducing nutrition-related disease among our client population by becoming a “nutrition bank” and further increasing the nutritional value of the food we distribute.
- Reducing the waiting list for elementary school children living in poverty to join the Food 4 Kids Backpack Program.

Service Area
San Diego County

Fundraising Events (or Areas of Funding)
Annual Gala, Chefs, Cork & Craft, Saturday, April 28, 2018
The Food Bank’s annual gala will take place in our 90,000 square foot warehouse in Miramar. The event will feature delicious cuisine prepared by celebrated local chefs with exciting entertainment in support of the San Diego Food Bank’s vital hunger-relief programs.

Annual Gala, Chefs, Cork & Craft, Saturday, April 28, 2018
The event will feature delicious cuisine prepared by celebrated local chefs with exciting entertainment in support of the San Diego Food Bank’s vital hunger-relief programs.

Giving Opportunities
Families & Youth Initiative
The Food Bank provides food assistance to low-income families, families living in poverty, and chronically hungry elementary school children who face the threat of hunger every day.

Senior Initiative
The Food Bank provides critical food assistance to tens of thousands of seniors living at or near the poverty level. The seniors we serve have little money left over for food after paying rent and medical bills.

Military Initiative
The Food Bank feeds 32,000 low-income veterans and low-income active-duty military personnel and their dependents every month.

Nutrition Initiative
The Food Bank is committed to providing healthy, nutritious food to the individuals and families we serve. We provide nutrition education, help our clients sign up for CalFresh benefits, and we distribute millions of pounds of fresh produce annually to help fight nutrition-related disease, especially among the children we serve.

Emergency Assistance & Disaster Relief Initiative
In addition to providing emergency food assistance to San Diegans facing economic hardship, the Food Bank is an emergency responder in the event of a major disaster such as an earthquake or wildfire. The Food Bank will mobilize emergency food, water and supplies to San Diegans affected by a major disaster.

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Vice President, Marketing & Events
San Diego Regional Chamber of Commerce

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Technologies, Inc.

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Steve Rowles
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Senior Vice President
Pavilions Southern CA Division

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Director of Intercollegiate Athletics
San Diego State University

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San Diego State University

San Diego Padres

Annual AimLoan.com San Diego Blues Festival, Saturday, September 8, 2018
Set on the downtown waterfront, our annual Blues Festival fundraiser is a family-friendly event that attracts top-name blues acts. With thousands of attendees every year, the Food Bank’s Blues Festival has become a nationally recognized event.

Volunteer Opportunities
Volunteers are the backbone of our organization. We rely on volunteers to sort, pack and distribute food to our clients every month. This year, we had 24,415 volunteer visits at our warehouse, and our volunteers donated a total of 57,476 hours. For more information about our volunteer opportunities, please visit SanDiegoFoodBank.org/Volunteer.

San Diego Padres
Fighting Hunger Feeding Hope

3 Easy Ways Your Company Can Help Fight Hunger

1) **Volunteer – A great team building exercise**
   Need a great company team building opportunity? Volunteer at the Food Bank’s warehouse in Miramar.

2) **Donate – Through payroll giving**
   Want to help a local nonprofit feed neighbors in need? Set up a payroll giving program. Every $1 donation provides 5 meals.

3) **Host a Food Drive – A fun way to give back**
   Want to give back in the workplace? Host a company food drive. Or host a Virtual Food Drive – you can donate food via the Food Bank’s website. We keep a tally and give you the results at the end of your food drive.

**How we help**

The Food Bank feeds 370,000 people every month in communities throughout San Diego County. We feed low-income seniors, the working poor, low-income military personnel and their families, and school children living in poverty.

We are San Diego’s local Food Bank. Thanks to your support we are fighting hunger and feeding hope.

SanDiegoFoodBank.org
Jewish Family Service of San Diego

Mission Statement

Jewish Family Service is a client-centered, impact-driven organization working to build a stronger, healthier, more resilient San Diego.

Goals for 2017-18

This year, we celebrate our centennial – 100 years of moving forward together as a community. Throughout our history, we’ve helped San Diegans in search of a better life. Today, our team of professionals, volunteers, and passionate supporters work together to disrupt cycles of poverty, meet the needs of our growing aging population, and provide vital services to people at risk and in crisis. We are committed to building a stronger San Diego – Our Next Century Starts Now.

Service Area

Greater San Diego and parts of Riverside County

Fundraising Events (or Areas of Funding)

**JFS Centennial Kick-Off Reception - Jan. 25, 2018**
Join us at the Joan & Irwin Jacobs Campus as we celebrate the start of our year-long centennial celebration.

**Heart & Soul Centennial Gala - April 21, 2018**
 Chairs Jamie Carr, Erin Combs Pearl, and Karin Toranto invite you to celebrate our 100th year by honoring some of our organization’s most influential women: Marsha Berkson, Jenny Daniel, Estee Einhorn, Inge Feinswog, Kira Finkenberg, Evelyn Rady, Lois Richmond, and Jill Spitzer. This moving evening at the Hyatt Regency will raise vital resources to build a stronger, healthier, more resilient San Diego.

**Behavioral Health Luncheon - May 30, 2018**
Support mental health awareness and hear moving testimonies from an acclaimed speaker. Previous guests include Suzy Favor Hamilton and William Cope Moyers.

**Ruby Schulman Memorial Golf & Tennis Tournament - June 2018**
Swing for a good cause at our annual golf & tennis tournament.

Register to attend or learn more about corporate sponsorships by calling Dana Levin at 858-637-3013 or visit www.jfssd.org.
We Believe In People

Young. Old. And at all stages of life. For every person who turns to JFS, we offer support and compassion. By providing connections and resources, we empower them to transform their lives.

(858) 637-3000 | www.jfssd.org

Welcoming all San Diegans

Celebrating 100 Years of Changing Lives

Our Next Century Starts Now

A DECADE of Earning Charity Navigator’s Highest 4-Star Rating. Only 1% of nonprofits nationwide can make this claim.

JOAN & IRWIN JACOBS CAMPUS, Turk Family Center, 8804 Balboa Avenue, San Diego, California 92123
Junior Achievement of San Diego County, Inc.

Volunteer Opportunities
We are looking for volunteers to bring real-life business experience and guidance to K-12 students this year. If you are interested in becoming a JA volunteer contact Tamara Ferguson at tferguson@jasandiego.org or visit jasandiego.org.

Giving Opportunities
Junior Achievement is a nonprofit that depends on financial support to inspire tomorrow’s leaders.
- Donate $50 to give a student the opportunity to experience a JA program.
- Attend one of JA’s signature events: JA Golf Classic and JA San Diego Business Hall of Fame.
- Sponsor a shop at one of our experiential programs to connect your company and brand to thousands of students and volunteers.
- Sponsor a team of four for “JA Stock Market Challenge,” a fun and interactive stock market competition.

Please contact Karolyn Dale at kdale@jasandiego.org to explore funding opportunities.

Board of Directors
and their Company/Affiliation

Information
Junior Achievement of San Diego County, Inc.
4756 Mission Gorge Place
San Diego, CA 92120
Phone: 619-682-5155
Fax: 619-682-5159
www.jasandiego.org
facebook.com/JASanDiego
twitter.com/JASanDiego
https://www.youtube.com/user/jasandiego
Marla Black
President & CEO
Established: 1950

Mission Statement
Junior Achievement programs empower young people to own their economic success. Our mission is to get kids real-world ready by showing them how to get a job, start a business and how to manage their money.

Goals for 2017–18
- JA’s goal is to provide financial literacy programs to 81,500 students from 38 school districts during this school year.
- Increase the number of JA Job Shadow opportunities that give high school students a meaningful workplace experience with some of the greatest minds and companies in San Diego.
- Expand JA Company Program that unlocks the entrepreneurship spirit of teens to launch a business venture from the ground up.
- Build a better San Diego workforce for tomorrow by bringing the Mission Fed JA Finance Park experience to more young adults and San Diego families.

Service Area
We serve 81,500 K-12 students in 38 school districts throughout San Diego. The popular McGrath Family JA BizTown prepares nearly 19,000 5th graders for the “real world.” The new Mission Fed JA Finance Park offers a high-tech simulation for 11,000 students and families to learn how to plan for career and financial success.

Fundraising Events (or Areas of Funding)
Thank you for supporting JA’s signature events:
- JA Stock Market Challenge – February 2018
- JA Golf Classic – September 2018
- JA San Diego Business Hall of Fame – November 2018

[Board of Directors and Company/Affiliation Details]
Junior Achievement gets kids real world ready by teaching them how to get a job, how to start a business and how to manage their money.

JASANDiego.ORG 619.682.5155
4756 Mission Gorge Place
San Diego, CA 92120
619.682.5155
Tax ID 95-1727087
Giving Opportunities

Join Our Giving Society
Help raise caring and compassionate kids who are changing the world for good.

Support Our Kind Coins Campaign
Help build a school or a playground in a community in need.

Sponsor a Youth Leader
Provide membership dues, shirt, and motivation to an underserved child.

Host a Party for Peace
Throw a party to benefit Kids for Peace

Mission Statement
We create peace through youth leadership, community service, global friendships, and thoughtful acts of kindness.

Goals for 2017–18
In 2017–18, we will joyfully:
• Engage 20 million students in 25,000 schools during our Great Kindness Challenge
• Accomplish 1 billion acts of kindness
• Double our Kids for Peace chapters
• Build 10 playgrounds in hurricane-affected areas
• Activate a critical mass of 1 billion people to shift global consciousness
• ...and create world peace!

Service Area
We are a global nonprofit working in 121 countries. We were founded in Carlsbad and we are proud to work with over 400 schools and one dozen chapters in San Diego County.

Fundraising Events (or Areas of Funding)
Join our mailing list to hear all about our exciting local fundraising events from our Peace Hero Celebrations to Geeks for Peace. You will not only help change the world, you will have a blast!

Volunteer Opportunities
We are powered by over 50,000 volunteers worldwide, with over 900 adult volunteers right here in San Diego County. Our expansive, inspiring, and fun volunteer opportunities include:
• Starting a Kids for Peace chapter
• Implementing The Great Kindness Challenge at your local school
• Hands-on opportunities during local events
• Utilizing your skills or talents alongside our Kids for Peace staff with programs, marketing, outreach, and operations
• Encouraging our youth as they create a culture of peace and kindness
Kids for Peace
Uplifting Our World Through Love & Action


OUR 2017 IMPACT

10,493,866 youth engaged
15,057 schools involved
524,693,300 acts of kindness accomplished
121 countries on 5 continents
155 chapters worldwide
11,983 Peace Packs hand-delivered
National Multiple Sclerosis Society

Information
National Multiple Sclerosis Society
12121 Scripps Summit Drive, Suite 190
San Diego, CA 92131
Phone: 800-344-4867
Fax: 760-804-9266

We're Moving! Beginning January 12, 2018 please visit us at:
10089 Willow Creek Road, Suite 250
San Diego, CA 92131
www.MSpacific.org
MSinfo@MSpacific.org
facebook.com/MSpacific
Richard V. Israel
Chapter President
Established: 1946

Mission Statement
People affected by MS can live their best lives as we stop MS in its tracks, restore what has been lost and end MS forever.
• Life-changing breakthroughs ensure people have what they need to navigate the challenges of MS
• Research breakthroughs continue to fuel the treatments and solutions that will stop the disease in its tracks, restore what has been lost, and end MS forever.
• Everyone who wants to do something about MS can fuel progress.

Service Area
San Diego, Orange and Imperial County and the Hawaiian Islands

Fundraising Events (or Areas of Funding)
• Bike MS presented locally by Hansen Beverage & Monster Energy Company
• Bubbles & Brunch to End MS
• Challenge Walk MS
• Do It Yourself Fundraising
• Finish MS
• MS Dinner Auction
• MS Golf Invitational
• San Diego County Credit Union Walk MS

Volunteer Opportunities
The Society offers a variety of volunteer opportunities that match your time and talents to our organization.

Giving Opportunities
Whether you want to support an event participant, give in honor or memory of someone, participate in a matching gift program, donate stocks or securities, or make an outright donation, we'll honor your giving preference.

Board of Directors
and their Company/Affiliation
Tracey Abbott* Chick-Fil-A
Tricia Bothmer RBC Wealth Management
Phil Brennick Morgan Stanley
Monique Canonico, DO Kaiser Permanente, Hawaii
Barry Clarkson Latham & Watkins, LLP
Jody Core-Bloom, MD, PhD University of California, San Diego
Paul Dechary Monster Energy Company
Paul Frohna, MD, PhD Bioniz Therapeutics, Inc.
Lynn Gordon* Community Leader
Sara Haedtler* City of Orange
Charlotte Hayes Consultant
Rick Herschberg Deloitte
Tim Holl Ernst & Young LLP
Barbara Katz Community Leader
Jim Kesaris San Pasqual Band of Mission Indians
Nick Locke Madiba, Inc.
Nan Luke Johnson * Cebula
Mark Malbon City of Orange
Ally McGory La Jolla MJ Management, LLC
Samir Mehta IBM Corporation
Lizbeth Najm Healthcare
Troy Parish Ink- Public Sector
Cynthia Perazzo AVIA
Jim Ponder Turnkey Strategic Relations
Justin Reckers Fonte Financial Advisors
Arthur Rosten* Strategic Consultant - CFO
Kimberly Roush All-Star Executive Coaching
Jerry Sanders San Diego Regional Chamber of Commerce
Suzanne Schulman Grossmont Union High School District
Karen Sedgwick Tyler Sempra Energy
Chirag Shah* Mallinckrodt Pharmaceutical
John Stratman* Kaiser Permanente, Orange County
Nori Turner National Football League
Diana Twaddle Barney & Barney, a Marsh & McLennan Insurance Agency LLC Company
Craig Walsh, Ph.D. University of California, Irvine
*Board Elect at time of Printing
Emeritus
Dawn Beattie
Bill Bisch
Pat Brown
Jeffry Egertson
Richard P. Hausman
John Most
Advisory
Ellie Barnard
Pam Fair
Blake Von Sprecken
Alice Zamboni

Community Partners
The National MS Society has embarked on a $1 BILLION DOLLAR FUNDRAISING CAMPAIGN to fuel breakthroughs that will change the world for people with MS.

People affected by MS are relying on us to do whatever it takes to accelerate breakthroughs — life-changing breakthroughs that enable people to live their best lives today and research breakthroughs that will end MS forever.

Every breakthrough matters. Every dollar counts. Give your best gift today.

TOGETHER WE WILL BREAKTHROUGH MS.

Learn more and watch the video at BREAKTHROUGHMS.ORG

nationalMSsociety.org/BreakthroughMS
Together We Are Stronger.
The San Diego region has a diverse and growing nonprofit community working on the front lines to address our communities' most pressing challenges.

89% of leaders surveyed expect the general financial health of their nonprofit to be about the same or better in 2018 vs. 2017.

In addressing community needs, nonprofits also make a significant impact on the region's economy.

**Nonprofits in San Diego County**
- **10,844** Nonprofits
- **751 Private Foundations**
- **648 New Nonprofits in 2016**
- **$3 Billion Assets**

**Sources of Nonprofit Revenue**:  
- 44% Contributions
- 50% Program Revenues
- 6% Other

**Contribution Sources**:  
- 3% Special Events/Memberships
- 44% Direct
- 51% Government Grants
- 2% Indirect Contributions

Nonprofit leaders face internal challenges as they anticipate changes to federal policies along with growing demand for services that outpaces their capacity to respond.

70% of nonprofit leaders surveyed reported elevated staff anxiety about the future, in light of potential changes to federal laws and policies.

Only 21% have been able to meet all the increased demand.

Nonprofits are operating in an increasingly complex political environment. In light of this challenge, leaders are responding by:

- 77% monitoring how their constituents may be affected by new federal laws and policies
- 64% monitoring policy activity more than in the past
- 47% increasing their public policy advocacy efforts

**San Diego Wages**
- 9% of Total
- 10% of Average Monthly

**ASSETS**  
- **$27.7B**

**REVENUE**  
- **$18B**

**EXPENSES**  
- **$16.3B**

**Nonprofit Jobs**
- **115,344**

**San Diego Employment**
- 10% of Monthly

**SAN DIEGO WAGES**
- 79% of nonprofit leaders noted that the demand for their services has increased in the last 12 months

**San Diego Wages**
- 71% of Total
- 9% of Average Monthly
The region’s communities are changing, and nonprofit leaders recognize the need for greater focus on diversity, equity and inclusion (DEI) in their organizational policies and practices.

86% of nonprofit leaders surveyed have organizational policies that reflect a strong commitment to DEI – on average, they are only slightly to somewhat satisfied with their progress toward these goals.

1/3 reported having strategic plan objectives related to diversity, equity and inclusion.
1/3 have specific targets for achieving diversity, equity and inclusion goals for recruiting board members.
18% have specific targets for achieving diversity, equity and inclusion goals in hiring of staff.

Advancing Regional Efforts to Address Our Changing Climate

In San Diego, our great outdoors and ideal climate are vital to our quality of life and thriving economy. Yet our region, like others around the world, faces challenges from a changing climate. A recent public opinion poll by Climate Education Partners has found that nearly nine out of ten San Diegans believe that climate change is happening, with a majority thinking that it will affect them a great deal or moderate amount.

With the region anticipating growing threats from extreme weather and other climate change impacts, the nonprofit community may increasingly find themselves on the front lines addressing issues such as: disaster response and recovery, helping vulnerable populations at risk from heat waves and air pollution, workforce development for jobs in the fields of clean technology and green infrastructure, working with low income families to make their residences more energy and water efficient, promoting cleaner transportation options such as biking, walking and mass transit, among others.

While a majority of nonprofit leaders responding to our survey reported that they encourage energy and water conservation, waste reduction and recycling, climate change is not yet seen as a priority organizational concern.

Recent interviews with leaders of local environmental nonprofits reported that the impacts of a changing climate affect their work in conservation, air and water quality protection, and environmental justice. As a result, executives have identified a need for more leadership training and organizational capacity.

“With global warming as a truly existential threat, the need for a strong suite of environmental work is exponentially mounting but the resources aren’t increasing with the pace of need.” – Nonprofit Leaders Survey Respondent

9 out of 10 San Diegans believe climate change is happening

“Too much emphasis is placed on keeping your employee costs low… as the CEO, I have passed up on raises multiple years just to ensure the staff was able to get an increase so our salary and compensation line item doesn’t get too high.” – Nonprofit Leaders Survey Respondent

One measure of liquidity - unrestricted liquid net assets (ULNA) - suggests the region’s nonprofits typically have less than two months of liquidity (1.52 months) to cover total expenses.

“This is a concern that funding and nonprofits need to deal with going forward, particularly in our current climate of government underfunding.” – Nonprofit Leaders Survey Respondent

Moving Beyond the Overhead Myth as Demand for Services Outpaces Nonprofit Capacity

Most San Diegans – 85 percent – expressed high confidence in the nonprofit sector to deliver quality services. However, fewer – 65 percent – expressed confidence that nonprofits spend money wisely, suggesting public misconceptions about the nonprofit business model.

This perception stems, in part, from the widespread use of overhead as a measure of nonprofit efficiency. Third party watchdogs have noted that a better measure of nonprofit overhead rates as a measure of efficiency, particularly when government agencies have set fixed rates by which organizations can budget expenses not directly tied to program delivery.

It is not surprising then, that two-thirds of nonprofit leaders surveyed this year reported feeling pressure to conform to funders’ and the public’s expectations for low overhead. These operating pressures are amplified by increasing demand for services.

A growing number of nonprofit finance experts, funders, and nonprofits have come together to assess the detrimental impact of using overhead rates as a measure of efficiency, noting that a better measure of nonprofit effectiveness is in performance outcomes.

In California, the Full Cost Project was launched to inform the way grantmakers fund nonprofits, in an attempt to shift the emphasis away from murky definitions of overhead toward full cost accounting. San Diego Grantmakers, CalNonprofits and The Nonprofit Institute, among others, are working together to redefine nonprofit success using measures that track outcomes and impact. With this in mind, a number of nonprofit leaders reported the need for greater capacity in data collection and impact measurement and external evaluation support.

72% of voters believe that the region should take a leadership position in setting goals for greenhouse gas emissions reduction

The region’s average annual temperature is increasing

Q: How concerned is your organization about climate change?

27% Not at all concerned
29% Slightly concerned
16% Moderately concerned
28% Very much concerned

Moving Beyond the Overhead Myth as Demand for Services Outpaces Nonprofit Capacity

San Diegans are confident that nonprofits spend money wisely

65% San Diegans are confident that nonprofits spend money wisely
Volunteer Opportunities

NCHS is looking for members of our community who want to make a difference by helping people in our community live better. For more information, please contact our Volunteer Coordinator at volunteer@nchs-health.org or 760-736-8746.

Giving Opportunities

The NCHS President’s Circle was created to help provide a source of unrestricted support to aid our President and CEO as she addresses the organizations most pressing needs. Membership allows you to support our healthcare providers, enhance the success of programs and services while ensuring a healthier standard of living for our 65,000+ patients.

President’s Circle members will be recognized annually with ongoing updates regarding the status of healthcare legislation, insights to the inner working of NCHS and an annual social gathering with our President and CEO, Irma Cota. To learn more contact Lynn Hunter at 760-736-8669 or lynn.hunter@nchs-health.org.

Board of Directors and their Company/Affiliation

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Company/Affiliation</th>
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<tbody>
<tr>
<td>Sheila Brown</td>
<td>Board Chair</td>
<td>Palomar Health</td>
</tr>
<tr>
<td>Donald Stump</td>
<td>Chair-Elect</td>
<td>North County Lifeline</td>
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<tr>
<td>Carmen Amigon</td>
<td>Community Housing Works</td>
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<tr>
<td>Adriana Andrés-Paulson</td>
<td>SD County Office of Education, Migrant Education</td>
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<tr>
<td>Victor Botello</td>
<td>Retired, Development Professional</td>
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<tr>
<td>Harriet Carter</td>
<td>Attorney-at-Law</td>
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<tr>
<td>Craig Garcia</td>
<td>Reliable Contact &amp; Old California Coffee House</td>
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<tr>
<td>Craig Jung</td>
<td>Retired</td>
<td>Health Industry Professional</td>
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<tr>
<td>Steve Kildoo</td>
<td>Classic Home Improvements</td>
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<tr>
<td>Maria Mercado</td>
<td>Patient Advocate</td>
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<tr>
<td>Mike Michaelson</td>
<td>Retired IT Professor</td>
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<tr>
<td>Karen Pearson</td>
<td>Strategic Programs &amp; Events</td>
<td></td>
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<tr>
<td>Dr. Merrily Poth</td>
<td>Retired Physician</td>
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<tr>
<td>Jenny Smerud</td>
<td>AKT Wealth Advisors</td>
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<tr>
<td>Walt Steffen</td>
<td>Retired</td>
<td>LCSW County of SD</td>
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<tr>
<td>Andrés Ramos Martin</td>
<td>Ramona High School</td>
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Fundraising Events (or Areas of Funding)

**Una Noche Mas**

An evening in celebration of Irma Cota

Saturday, February 17, 2018 at the Carlsbad Sheraton Resort & Spa

Presented by Tri-City Medical Center

Please join us for a fun-filled evening in celebration of Irma Cota and her tremendous contribution to public healthcare.

All proceeds from this event will go to complete the renovation of the Mission Mesa Women’s Health Center in Oceanside. For ticket and/or sponsorship information to go: http://www.nchs-health.org.
Please join us in the celebration of “One more night” with Irma Cota, President & CEO of North County Health Services.

Unique to Irma and North County Health Services, this won’t be your typical gala event but a cultural experience and an evening filled with live music, performances, and dedications to Irma, our community healthcare champion and hero.

presented by Tri-City Medical Center

Details of the event are as follows:

SATURDAY, FEBRUARY 17, 2018

Sheraton Carlsbad Resort & Spa
5480 Grand Pacific Dr., Carlsbad, CA 92008

Tickets $250 per person
Table Sponsorship $2,500 for 10 seats

For more information on purchasing tickets or sponsorship opportunities please contact:
Lynn Hunter, Director of Fund Development
760-736-8669, lynn.hunter@nchs-health.org
Volunteer Opportunities
NCPC has several committees dedicated to providing value to our members:
• Programs Committee
• Events Committee
• Membership Committee
• Marketing Committee
• Fundraising Committee
There are also volunteer opportunities at NCPC events.

Board of Directors
and their Company/Affiliation

Javier Guerrero
President
San Diego Children’s Discovery Museum
Shannon Stubblefield
Vice President
North County Lifeline

Jeanne Schmelzer, CFRE
Secretary
Netzel Grigsby Associates, Inc.
Jessica Dorsett
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Trudy Armstrong
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New Village Arts
Vanessa Hayfl ich
Palomar Health

Betsy Heightman
Vista Community Clinic
Angel Mason
Puzzle Pieces Marketing
Glen Nevhart, CFRE
Tri-City Hospital Foundation
Sue Pyke
Nonprofit & Philanthropy Consultant

Greg Anglea
Past President
Interfaith Community Services
Sara Vaz
Nordson Corporation Foundation
Erin Zlotnik
Big Brothers Big Sisters San Diego

Service Area
San Diego with an emphasis on North County

Fundraising Events (or Areas of Funding)
NCPC hosts the annual Volunteer Awards Luncheon celebrating its members’ Volunteers of the Year. Funds raised from sponsorships of this event as well as from annual membership dues and grants received from County of San Diego fund the educational programs and networking opportunities offered to our members.
THE NORTH COUNTY PHILANTHROPY COUNCIL’S 2017 VOLUNTEER AWARDS

CONGRATULATIONS

VOLUNTEERS OF THE YEAR!

Congratulations to the following men and women who will be honored by The North County Philanthropy Council at the California Center for the Arts, Escondido on November 2. All are being recognized for giving their time, talent and treasure to help others and to help improve the quality of life in our communities. Each year, members of North County Philanthropy Council select an outstanding volunteer from their organization or company to receive this prestigious award and be honored in the company of their friends, family and colleagues.

Also being honored today are Don Stump, recipient of the Spirit of Carol Sigelman Award, which is given to an exceptional non-profit professional, Gigi Gleason, recipient of Robert Krejci Standards of Excellence Award; and Hannah’s Resort Southern California, this year’s Corporate Philanthropy Award honoree.

Please join us in congratulating and thanking these exemplary men and women for their heartfelt philanthropic contributions to our community.

SPECIAL THANKS TO ALL OUR SPONSORS

TITLE SPONSOR
Tri-City Medical Center

SILVER
The Elizabeth Hospice
Escondido Community Child Development Center
Neighborhood Healthcare
Netzel Grigaby Associates, Inc.
The Raymond Companies
San Diego Children’s Discovery Museum
San Dieguito River Valley Conservancy
VidaSat, Inc.

PLATINUM
Nordson Corporation Foundation
Palomar Health Foundation
Vista Community Clinic
Wells Fargo Bank

COMMUNITY PARTNER
North County Food Bank, a chapter of the Jacobs & Cushman San Diego Food Bank

FRIENDS OF PHILANTHROPY
Lukoff Consulting Services

GOLD
Interfaith Community Services
North County Lifeline
Polito Ephiphi Associates LLP
Rancho Santa Fe Foundation

MEDIA SPONSOR
San Diego Union Tribune
Voice of San Diego

30TH ANNIVERSARY
NORTH COUNTY PHILANTHROPY COUNCIL
P.O. Box 1641, Carlsbad, CA 92018
Phone (760) 729-6711
www.ncphilanthropy.org

North County Philanthropy Council promotes and strengthens philanthropic impact in our communities.
Volunteer Opportunities

Palomar Health seeks to add to its highly engaged core of volunteers who enjoy giving time and talent within the hospital campus areas and offices throughout North County. Palomar Health is deeply appreciative of the value and commitment each volunteer brings to our nurturing “patient first” environment.

In addition to an active volunteer program, Palomar Health also offers two additional, unique opportunities: Palomar Paws, a special unit of human and canine therapy teams and its Pathmakers Internship. The Pathmakers program provides a hands-on experience to high school and college-level students who are interested in pursuing careers in all fields of the health care industry.

Giving Opportunities

Both general and restricted gifts make a profound, lasting and important difference to Palomar Health’s patient care by advancing innovative medical treatment, funding new equipment and technology, and sustaining special programs and services. Other endeavors are underway to expand and/or renovate hospital campuses to improve service delivery.

Board of Directors and their Company/Affiliation

Evangeline J. “Ginger” Larson
Chair
Larson & Solecki, LLP

Harvey N. Hershkowitz
Vice-Chair
Civic Leader

Thomas H. Silberg
Immediate Past Chair
StemProtein, LLC

Donald D. Belcher
Civic Leader

Michael Dunlap, CPA
Civic Leader

Fred Nasseri
Unicorn Jewelry

Craig S. Brown
Skyline Home Loans

Kirk Effinger
Civic Leader

Tishmall Turner
Tribal Liaison, CSUSM

Nelly Bulkin
Pacific Sotheby’s International Realty

Kevin Harkenrider
ViaSat, Inc.

Debbie Young
Sculpt Nouveau

Cary Burch
Civic Leader

Charles “Andy” Mathews
Civic Leader

Kim Young
Union Bank

John Clark
American Radiosurgery

Anthony Nguyen
Government Sector Leader

Board of Directors

OCTOBER 30, 2017

SAN DIEGO BUSINESS JOURNAL: CUSTOM CONTENT
Palomar Health is proud to support National Philanthropy Day and to celebrate the important difference philanthropy and volunteerism makes in our communities.

Generosity and dedication to organizations, programs and human services will change lives today, tomorrow and for generations to come.

Thank you!
Partnerships With Industry

Information
Partnerships With Industry
7540 Metropolitan Drive, Suite 105
San Diego, CA 92108
Phone: 619-681-1999
Fax: 619-681-1993
www.PWIworks.org
info@PWIworks.org
Facebook: Partnerships With Industry (PWI)
Twitter: @PWIWORKS
LinkedIn: www.LinkedIn.com/company/partnerships-with-industry
Mark Berger
President/CEO
Established: 1985

Mission Statement
To provide job opportunities to adults with disabilities by partnering with businesses throughout San Diego County to provide capable, dedicated employees. PWI empowers individuals to pursue their vocational aspirations and share their ABILITIES with the workforce while increasing their independence & maximizing their potential.

Goals for 2017-18
To continue to provide excellent vocational services and ensure employment within 3 months for 100% of new clients.
Increase awareness to businesses of PWI’s excellent, cost-effective, reliable labor source that will benefit and strengthen local businesses. Create 30+ new business partnerships.
Provide excellent personalized services to support individuals with disabilities to live independently within community through new Independent Living Skills Program.

Service Area
Workforce development & job training in San Diego County.

Fundraising Events (or Areas of Funding)
CHEERS 2018 – Thursday, May 3, 2018
at the Grand Hyatt San Diego
Fine Wine & Dine for a special cause. PWI’s signature event raises critical funding to support programs that empower individuals with disabilities so they can be successful in the workforce. Previous events included 4-course dinner with wine pairings, music and entertainment, guest speakers, silent auctions, wall of wine and more! More info at www.PWIworks.org

Tri-City County Medical Center Carlsbad Marathon & Half – Sunday, January 14, 2018
We Run For Jobs! Join us and run or walk the beautiful Carlsbad Marathon passing by fabulous beaches and lagoons on behalf of PWI, raising minimum $250 to help support adults with disabilities in the workplace. PWI is also seeking 80 volunteers to help support the marathon as course marshals and of course, to cheer on the runners. Lots of fun! Register at www.PWIworks.org.

Volunteer Opportunities
PWI offers many opportunities for community members to get involved by sharing their expertise on the finance, audit, event, marketing and business development committees or joining the Board of Directors.
In addition, join our volunteer program and spend time volunteering in our Work & Training Centers (Oceanside, Santee, Chula Vista and Mission Valley) for 3 hour shifts, mornings M-F. Great for groups or individuals! Great team bonding opportunities for group and businesses.
Throughout the year, we have one-time volunteer opportunities, such as the Toyland Parade on November 2, Mother Goose Parade on November 19, the Santa Run on December 9, and the Carlsbad Marathon on January 14, 2018.

Giving Opportunities
PWI greatly appreciates donations of all sizes from individuals, businesses, and foundations that help provide services to hardworking and capable individuals so they can be successful in the workplace.
• Join us as an event sponsor or corporate partner
• Donate cash, vehicles, stocks, or in-kind services
Make a difference and make a contribution today. www.PWIworks.org

Board of Directors
and their Company/Affiliation
Joseph Wilkinson
Board Chair
Chief Operating Officer
Taiyo Yuden (USA)
Barrett Lambert
Immediate Past Chair
Retired Chief Financial Officer (international electronics firm)
Jeffrey Littekens
Vice Chair
Principal
Talent Link Solutions (financial search firm)
Veronica Vallejo
Treasurer
Financial Executive
Arena Pharmaceuticals
Joanne Alnajjar Buser
Partner
Paul, Plevin, Sullivan and Connaughton
Ted Finkel
Retired Financial Advisor
Cassandra Rocco
District Sales Manager
American Family Life Insurance Company of Columbus (Aflac)
Daniel Sakow
CEO
619IT.com
Jon Vanderpool
Managing Partner
Smith, Steiner, Vanderpool & Wax

Judy Adams
Secretary
Sales Manager at CopyLink
An extraordinary “Fine Wine & Dine” experience to benefit the critical work of Partnerships With Industry providing job opportunities to people with disabilities.

Thursday, May 3, 2018 at 6 pm
Grand Hyatt San Diego

PWI Provides Job Training, Assessment, Placement, Support and Life Skills Services to Adults with Developmental and Other Disabilities.

- Community Based Supported Employment
  - Group Services
  - Individual Placement
- Product Assembly and Pick-Pack-Ship Services
- Work and Training Centers
- Independent Living Skills Program - NEW
- Excellent employee resources for 230+ local businesses

PWI increases self-confidence, independence and maximizes potential

DONATE   HIRE   VOLUNTEER

Offices In Mission Valley * Oceanside * Santee * Chula Vista
Serving San Diego County Since 1985

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Promises2Kids

Mission Statement

With the mission of creating a brighter future for foster children, Promises2Kids supports the 3,000 current and former foster youth living in San Diego County.

Goals for 2017-18

- Through supportive services, ease the suffering of the 1,000 children that will be cared for by the Polinsky Children’s Center.
- Provide career exploration opportunities, college preparation courses, educational scholarships, mentoring and support to 200 current and former foster youth to achieve their dreams of education and self-sufficiency.
- Provide camp and other activities to reconnect brothers and sisters living apart in foster care.

Service Area

San Diego County

Fundraising Events (or Areas of Funding)

Promises2Kids events and donations support San Diego’s foster children of all ages. After building the Polinsky Children’s Center, San Diego’s emergency shelter for abused and neglected children, Promises2Kids continues to support a variety of children’s programs at the center. Our Guardian Scholars program helps current and former foster youth achieve self-sufficiency through vocational training, college preparation services, educational scholarships, case management and mentoring. For foster children separated from their brothers and sisters, Camp Connect unites them for fun and important family bonding through a residential summer camp and other year-round day camp activities. Promises2Kids’ Foster Funds ensure foster children get the same experiences as all children by providing gift cards and funding for basic yet important things, such as sports equipment, special activities, musical instruments, or other childhood wishes.

Dream On, Promises2Kids Concert Gala

is scheduled for June 2018. This event draws San Diego’s top corporate leaders and philanthropists dedicated to making a difference for foster children.

Volunteer Opportunities

Promises2Kids utilizes thousands of volunteers year-round to assist with its seasonal community drives, special events, youth activities, as mentors, board services, or other organization support activities.

Giving Opportunities

Promises2Kids offers individuals and corporations many options for giving in support of foster children.
- Donate funds in support of the 3,000 foster child we serve each year
- Join Dream On, Promises2Kids Concert Gala or our Fore Kids Golf Tournament as a sponsor
- Host a workplace campaign to support a foster child
- Become a Children’s Circle member with a minimum gift of $100
- Make us the beneficiary of your special event or fundraiser
- Sponsor the education for one of our Guardian Scholars students
- Include Promises2Kids in your estate plans

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Judd Brand Media

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Registered Nurse San Diego City Schools

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Promises2Kids

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Co-Founder
Judd Brand Media

Candace Kasperick
Registered Nurse San Diego City Schools
Creating Brighter Futures for Foster Children Every Day.

Since our beginning, over 50,000 abused and neglected children have been impacted by the programs and services that you have helped to create. Because of YOU and others like you, children who once knew only pain and sadness now feel loved and have hope!

MAKE A DIFFERENCE TODAY! 858-278-4400 PROMISES2KIDS.ORG

A.B. AND JESSIE POLINSKY CHILDREN’S CENTER | CAMP CONNECT | GUARDIAN SCHOLARS | FOSTER FUNDS

THANK YOU to the 2017 Promises2Kids Major Partners
Volunteer Opportunities

Discover the joy of giving back to your community by signing up to volunteer to help those in need during the holidays and all year long. To sign up or learn more, go to sandiego.salvationarmy.org or call 866-455-4357. Thank you for being willing to share your time and talents, and make a difference for our neighbors in need. Our biggest need is for Bell Ringers this holiday season.

Giving Opportunities

• Donate online: sandiego.salvationarmy.org
• Mail a check: The Salvation Army, 2320 Fifth Ave., San Diego, CA 92101
• Call in a credit card donation: 866-455-4357
• Donate at one of our Red Kettles across the county

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The Salvation Army

Mission Statement

The Salvation Army, an international movement, is an evangelical part of the universal Christian Church. Its message is based on the Bible. Its ministry is motivated by the love of God. Its mission is to preach the gospel of Jesus Christ and meet human needs in His name without discrimination.

Goals for 2017-18

Continuing the tradition of the 150-year-old organization, The Salvation Army has been helping people of all ages in San Diego since 1887. In 1919, General Evangeline Booth stated, “There is no reward equal to that of doing the most good to the most people in the most need.” The Salvation Army serves San Diego County’s neighbors in need during times of disaster – both personal and natural. Our goal in this coming year is to continue providing human services in our community alongside our treasured donors and volunteers.

Service Area

Headquartered in San Diego, The Salvation Army has 17 Corps Community Centers serving San Diego, Riverside, San Bernardino and Imperial Counties.

Programs offered include: emergency disaster services, food, worship, shelter & transitional housing, drug & alcohol rehabilitation, senior services, after school programs, homeless outreach, day & summer camp, and so much more.

Fundraising Events (or Areas of Funding)

Red Kettle Kick Off
Join us for The Salvation Army’s Red Kettle Kick Off event at Fashion Valley Simon Mall on Saturday, November 11 from 4-7pm. The free, family-friendly event will feature crafts, games, store freebies, Christmas entertainment, Santa Claus and more. To learn more, visit sandiego.salvationarmy.org.

Red Kettle Bell Ringing Campaign
Throughout the holiday season, the iconic Salvation Army Bell Ringers can be seen throughout the county in front of some of your favorite stores. From November 20 to December 23, support The Salvation Army and give what you can.

Women of Dedication
Each year, The Salvation Army honors women who make a big impact in our community. On May 30, 2018, join us at the Marriott Marquis and Marina in supporting those who make San Diego a better place. Contact Pamela Lennen for reservations or more information at 619-446-0273 or visit sdsawa.salvationarmy.org.
Dropping cash in a red kettle at Christmastime is the most visible way to make a donation, but there are many other opportunities for individuals and businesses to partner with The Salvation Army year-round.

- Give a one-time or monthly donation online
- Make a donation in honor or in memory of someone
- Donate goods to our Family Stores
- Give items to one of our seasonal supply drives
- Host a fundraiser
- Give through your company or foundation
- Become a volunteer
- Include Salvation Army in your estate planning

However you donate and in whatever amount, we promise to use your contribution to do the most good for individuals and families in crisis.

In San Diego County

- 267,071 individuals, families and seniors assisted
- 48,780 toys & gifts given at Christmas
- 4,898,225 meals provided
- 202,660 volunteer hours
- 73,347 nights of shelter
San Diego Air & Space Museum

Information
San Diego Air & Space Museum
2001 Pan American Plaza, San Diego, CA 92101
Phone: 619-234-8291
Fax: 619-233-4526
www.sandiegoairandspace.org
Facebook: www.facebook.com/SDASM
Twitter: @sdasm
Jim Kidrick
President & CEO
jkidrick@sdasm.org

Mission Statement
Preserve...Inspire...Educate...Celebrate!
Preserve significant artifacts of air and space history and technology.
Inspire excellence in science, technology, engineering and mathematics.
Educate the public about the historical and social significance of air and space technology and its future promise as a pathway to advanced innovations.
Celebrate aviation and space flight history and technology.

Goals for 2017-18
• Increase student involvement (middle and high school) in areas that provide opportunities for diverse audiences to actively engage in fields related to science, technology, engineering, and mathematics.
• Reach a record number of students through Speed: Science in Motion exhibit opening in February 2018.
• Increase public access to the Museum’s Library & Archives collection to make the public aware of the research and educational material available.
• Attract new diverse audiences to the Museum by providing increased educational and inspirational interactions with visitors; increasing attendance and membership.

Service Area
San Diego County

Fundraising Events (or Areas of Funding)
November 9, 2017: International Air & Space Hall of Fame Celebration.
This event honors the world’s most significant aviation pilots, crew members, visionaries, aerospace engineers, and more, highlighting the importance of technology and innovation.
August 2018: Annual Golf Tournament

Volunteer Opportunities
The Museum simply wouldn’t be able to perform its mission of inspiring and educating the public about aviation history and technology if it weren’t for the selfless, tireless contributions of its volunteers. They provide support and expertise for every area, including docent-led Museum tours, Restoration, Education, Special Events, Collection Care, Administrative, and Library & Archives. If you’re interested in volunteering for the Museum, please contact kpescador@sdasm.org

Giving Opportunities
• Speed: Science in Motion, a special exhibition designed to inspire and spark the imagination, through a technology based, hands-on experience. Exhibition from Feb. 2018 – Dec. 2018.
• Fly Your Ride! Engineering Competition, students team-up over the span of six months to design and create their concept of a flying car.
• Family Days and AeroSummer Camps
• Restore the Museum’s Historic Murals
• Improve Collection Storage Spaces
• Digitize our Photo Collection of three million images!

Visit our website to learn more:
• Donate online, by phone or mail
• Sponsor events and programs
• Donate to our Scholarship programs
• Support our Educational programs
• Attend events
• Visit the Museum
• Become a member

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and their Company/Affiliation

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| Mark Larson | Tyson McDowell |
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OCTOBER 30, 2017
52 SAN DIEGO BUSINESS JOURNAL: CUSTOM CONTENT
THE SAN DIEGO AIR & SPACE MUSEUM’S
INTERNATIONAL AIR & SPACE HALL OF FAME CELEBRATION

Legends of Flight

To view this year’s Class of 2017 and to reserve your seat(s), please visit:
sandiegoairandspace.org/events/celebration

(All Proceeds Benefit the Museum’s Educational Programs)

MARYSDA

Saturday • November 9, 2017

BE THE ASTRONAUT

MOON | MARS | ASTEROIDS & JUPITER

CLOSING DAYS!  DON’T MISS IT!
sandiegoairandspace.org • 619.234.8291
San Diego Police Foundation

Mission Statement
The San Diego Police Foundation is dedicated to preventing crime, saving lives and making our community a safer place to live and work by providing resources not otherwise available to the San Diego Police Department. The Police Foundation funds equipment, training and outreach programs vital to creating a safer San Diego online and on the street.

Goals for 2017-18
Enhance/Increase/Improve public safety by providing grants for equipment, technology, and training to the San Diego Police Department, replacing retiring K9 Crimefighters, and teaching tens of thousands of children about internet safety through our SafetyNet: Smart Cyber Choices® program.

Service Area
San Diego Region

Fundraising Events (or Areas of Funding)
The San Diego Police Foundation organizes three primary fundraisers during the year. They all raise funds to support the work of the Foundation; to ensure that those who protect and serve have what they need to do their jobs safely and with excellence.

Women in Blue, February 15, 2018
Women in Blue celebrates the diversity of our police force, in particular putting our female officers and civilian professionals in the limelight. This inspirational luncheon recognizes the accomplishments of women leaders who have excelled in careers in law enforcement and criminal justice. This year’s event will celebrate Police Chief Shelley Zimmerman’s 35 years at SDPD with a lifetime achievement award.

Friends of the Badge, May 30, 2018
The annual showcase for all things police, featuring exhibits and demonstrations that give supporters of the Police Foundation an up-close look at how SDPD protects and serves San Diego. This event highlights our Safer San Diego campaign, which provides much needed equipment like protective vests, training like peer support so that sworn officers are able to better serve public safety members following critical incidents, and outreach programs like the rebranding of officer recruitment.

Gold Shield Gala, September 2018
A dinner and dancing soiree designed to shine a spotlight on the community spirit of our officers who go above and beyond the call of duty each and every day. At this event, we highlight our K9 Crimefighter Campaign that funds all the new police dogs for America’s Finest K9 Unit.

Volunteer Opportunities
Help us by hosting an event to benefit one of our three funding areas. Volunteer at our events. Serve on our Gold Shield Gala Auction Committee.

Giving Opportunities
The Police Foundation continually seeks funding from individuals, organizations, companies and foundations for equipment identified as priorities by SDPD that are beyond the City Budget. Together, we build a safer San Diego, online and on the streets. Here are some ways you can make a difference.
- Join our Police Council, a major donor giving circle
- Donate online, by phone or by mail
- Make a monthly, recurring gift
- Become a Legacy Circle donor with planned gift or bequest
- Host a friend-raiser to benefit the foundation
- Attend or sponsor an event
- Invite SafetyNet: Smart Cyber Choices® team to do a cyber safety training for kids and parents at your school
- Donate your vehicle through http://careasy.org/nonprofit/san-diego-police-foundation
- Designate San Diego Police Foundation as your charity of choice at Ralph’s
- Select San Diego Police Foundation as a beneficiary on Amazon Smile

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CELEBRATING 20 YEARS OF SUPPORT FOR OUR MEN AND WOMEN IN BLUE.
San Diego Rescue Mission

Information
San Diego Rescue Mission
P.O. Box 80427
San Diego, CA 92138-0427
Phone: 619-687-3720
www.sdrescue.org
sdminfo@sdrescue.org
facebook.com/sandiegorescuemission
@SD_Rescue
www.linkedin.com/company/2911685/
www.instagram.com/sdrescue/
www.youtube.com/user/SDRescueMission
Donnie Dee
President/CEO
Established: August 30, 1955

Mission Statement
San Diego Rescue Mission exists to spread the good news of salvation through Christ by serving the needs of the poor, addicted, abused, and homeless, and thus improving the quality of their lives.

Goals for 2017-18
Grow the Children’s Center by lowering the age requirement and doubling current capacity. Expand and enhance the current educational and skill training opportunities for clients.

Service Area
San Diego County

Fundraising Events (or Areas of Funding)
• Nueva Vida Haven: emergency shelter for women and children
• Year-Long Residential Recovery Programs for men, women, and children
• Men’s & Women’s Transitional Housing Programs
• Partners for Hunger Relief: food rescue program
• Children’s Center: preschool for children experiencing homelessness
• Recuperative Care for homeless men and women released from the hospital
• Outpatient Therapy Clinic: for those who are homeless or at risk of homelessness
• Alumni Aftercare: providing resources and encouragement while promoting self-sufficiency to program graduates.

Volunteer Opportunities
Volunteers help sort material donations at our warehouse, teach classes and serve meals. Additionally, opportunities are regularly available for administrative tasks and special event staffing.

Giving Opportunities
Donations help the Mission change the lives of hungry and homeless men, women, and children in our community. Please consider the following opportunities:
• Conduct a hygiene product drive at your office or in the classroom
• Provide Thanksgiving and Christmas dinners - just $41 feeds 20 hungry San Diegans
• Give a gift to the Mission as an alternative holiday gift to friends, family, and colleagues
• Donate your vehicle
• Recycle your gently used clothing and household goods at one of our four thrift stores
• Include San Diego Rescue Mission in your Will or Trust
• Make us the beneficiary of your special event or fundraiser
• Sponsor Sleepless San Diego, our annual fall sleep-out benefit

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OCTOBER 30, 2017
SAN DIEGO BUSINESS JOURNAL: CUSTOM CONTENT
GIVING GUIDE 2017
At San Diego Rescue Mission, we provide more than a meal. Our 10 programs support the needs of individuals looking to change their lives. Our mission is to create better lives for those we serve, their families, and the community as a whole.

Come see for yourself how San Diego Rescue Mission is transforming lives. Contact us today to schedule a tour for yourself or a group!

SDRescue.org  |  619-819-1851  |  mbabida@sdrescue.org
Sanford Education Programs at National University

Sanford Education Programs at National University
11355 North Torrey Pines Road
La Jolla, CA 92037
www.SanfordEducationPrograms.org

Mission Statement
Sanford Education Programs at National University were established in 2014 through a generous gift by renowned philanthropist and businessman T. Denny Sanford, to address critical needs in the education and the nonprofit sectors. The two initiatives serving PreK-12 education—Sanford Harmony and Sanford Inspire have been rapidly expanding in the United States. The Sanford Institute of Philanthropy which is also a nationwide initiative, is dedicated to increasing the fundraising capacity of nonprofit organizations to maximize their impact on the public good.

Service Area
The Sanford College of Education at National University honors the vision of philanthropist T. Denny Sanford by addressing the critical needs of Pre-K-12 classrooms and producing inspirational teachers who will have a lasting impact on our children. National University has prepared tens of thousands of teachers for more than three decades, and is now the largest private, nonprofit college of education in California.

Sanford Harmony is a social emotional learning program that promotes positive peer interactions and communication among Pre-K-6 grade students. Harmony has reached more than 500,000 students across the country.

Sanford Institute of Philanthropy teaches the principles of fundraising and donor relations, impacting more than 12,000 frontline nonprofit fundraisers nationally.

Sanford Inspire works with colleges and universities throughout the United States to integrate the principles of inspirational teaching into their teacher education programs. To date, nearly 14,000 pre-service and in-service teachers have been impacted by Sanford Inspire.

Resource Development Committee
Scholarship Committee
SNAPI Committee
Young Professionals Committee
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TO LEARN MORE, VISIT nu.edu/sanford
GIVING OPPORTUNITIES

Your gift to SAY San Diego is an investment in youth, adults, families, and communities.
- Corporate giving, event sponsorships, in-kind partnerships, and employer match programs
- Tribute gifts to honor a person, birthday, wedding, or other major life event
- Employee giving and volunteer match funds through “dollars for doers” programs
- Grants
- Play 4 SAY Annual Event
- Back to School Supply Drive (July–August)
- Holiday Hopes Campaign (October–December)

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Janie Wardlow
Retired Elementary School Principal, SDUSD

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Established: 1971

MISSION STATEMENT

SAY San Diego’s mission is to partner with youth, adults, families, and communities to reach their full potential.

GOALS FOR 2017–18

- Child and Youth Development: SAY supports children’s learning and positive development, with early home visiting, preschools, and before and after school programs.
- Youth, Adult, and Family Wellness: SAY strengthens the ability of vulnerable youth, adults, and families in diverse communities to build and lead safe, healthy and thriving lives.
- Community Engagement: SAY actively engages youth, adults, families, and community members to effectively advocate for equitable social change, and champions collaboration through community-based centers and programs.

SERVICE AREA

San Diego County

FUNDRAISING EVENTS (OR AREAS OF FUNDING)

Play 4 SAY
Get in the Game! Join business and community leaders for lawn games, tastings, silent auction, and networking at Ingram Plaza in Liberty Station! (July 26, 2018)

Champions for Youth
Grow Your Gift! SAY San Diego is one of only 10 charities eligible for bonus funds from The Century Club of San Diego for donations made through this campaign. Designate your donation to SAY San Diego and grow the impact of your support! (November 28, 2017 to January 28, 2018)

Volunteer Opportunities

We want YOU! SAY San Diego partners with individuals and groups throughout the year to increase the impact of our work:
- Community projects
- Annual event support
- Tax return assistance program
- After school tutoring and more
- Pro bono expertise
OUR VISION
Opportunity, equity, and well-being for all San Diegans.

WHAT WE DO
SAY San Diego creates positive change in the lives of youth, adults and families by engaging the community and partnering with schools, law enforcement, local government, community leaders, the military, businesses, and individuals. SAY San Diego meets diverse needs at more than 40 schools and five community resource centers. Our dedicated staff provide critical support in areas such as youth development, family strengthening and self-sufficiency, substance abuse prevention, mental health counseling, and juvenile delinquency prevention.

GET INVOLVED
Volunteer: SAY San Diego counts on and honors volunteers. Opportunities include tutoring, special events, tax return assistance, and pro bono services.

Donate: Every contribution enables SAY to positively impact the community through direct services, prevention, advocacy, and outreach. There are many ways to invest including grants, corporate and individual giving, employer match programs, and legacy gifts.
St. Paul’s Senior Services

Information
St. Paul’s Senior Services
328 Maple Street
San Diego, CA 92103
Phone: 619-239-6900
Phone: 619-239-1256
www.StPaulsSeniors.org
www.twitter.com/srserviceprvdr
www.facebook.com/stpaulsseniorservices
Cheryl Wilson
Chief Executive Officer
Established: 1960

Mission Statement
Provide a continuum of innovative and comprehensive programs in a secure, interfaith environment with great value placed on optimal independence and choice at all stages of life.

Goals for 2017-18
Bring comprehensive healthcare to low-income seniors with chronic health challenges through St. Paul’s PACE (Program of All-inclusive Care for the Elderly). St. Paul’s PACE centers in Downtown San Diego and Chula Vista are at capacity. Our third site is opening in El Cajon, spring 2018. To support St. Paul’s PACE, please visit StPaulsSeniors.org and select “DONATE ONLINE.”

Service Area
San Diego County

Volunteer Opportunities
Throughout the year, volunteers share their time and talents with the residents in our communities and programs. You can participate in many ways. Calling bingo, reading the newspaper to residents, and supporting nature walks, are some examples. We have volunteers who play musical instruments and lead sing-alongs, while others host discussion groups about current events.

We also accept volunteer applications for some health care positions and administrative functions. To learn how you can be a part of our volunteer network, please contact our Volunteer Coordinator at 619-239-6900 or go to StPaulsSeniors.org for an application.

If your business or association wants to volunteer as a group, please contact Stewart Gaddy at 619-239-6900.

Giving Opportunities
You can help St. Paul’s improve the lives of San Diego seniors through:
• St. Paul’s PACE: Help bring healthcare services to the East County for low-income seniors.
• St. Paul’s Villa: Support our renovations campaign at our assisted living community.
• Sundries for Seniors: Provide low-income seniors with essential items.
• Birthday Gifts: Give gifts to our low-income seniors whose special day may otherwise go unnoticed.
• Residential Living Scholarships: Assist seniors who have been active members in the St. Paul’s community.

Board of Directors and their Company/Affiliation

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Chair
Joe Craver
Vice Chair
Jackie Carpenter
Janet Cooper
Larry Hoeksema
Gloria James
Jennifer Jow, St. Paul’s Cathedral Representative

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President
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Joan Reese, St. Paul’s Cathedral Representative

Cheryl A. Wilson
Secretary
Jonathan Hunter
Assistant Secretary
John Rush
Rev. Canon Wayne Sanders
Stan Sokolove
Richard Thorn, Esq.
HELP TRANSFORM LIVES

Philanthropy gave us our start 57 years ago. Today, St. Paul’s serves more than 1,000 San Diego seniors daily.

Thank you!

St. Paul’s Senior Services is a mission driven San Diego non-profit. Established 1960.

STPAULSSENIORS.ORG (619) 239-6900
Volunteer Opportunities

Our volunteers come in all sizes, shapes and colors, but their hearts are pink and their caring has no limit. Are you a leader, a thinker or a doer? Use your talents in our promise to save lives and end breast cancer forever!

The Komen San Diego Race for the Cure® and all Komen San Diego events are successful thanks to hundreds of dedicated volunteers. Volunteers are at the heart of every national and affiliate initiative.

We need you now more than ever. We will work with your availability and provide you with all materials needed to make for a successful event. Every minute you spend helping gives another minute of hope to those affected by breast cancer.

Thank you in advance for your interest in being a part of our team to fight breast cancer.

To join us, just fill out an application at KomenSanDiego.org/volunteers or email Gabby Murrieta at gabby@sdkomen.org.

Giving Opportunities

MONTHLY GIVING
Make a sustaining gift of $125 and provide a free mammogram for a women in need every month.

LEAVE A LEGACY
Create a legacy today that can help end breast cancer tomorrow and include Susan G. Komen San Diego in your will or trust.

GIFTS OF OUTRIGHT CASH OR STOCKS
Help us make a difference in San Diego County by giving a gift of outright cash or stock. Every gift gets us one step closer to achieving our Bold Goal.

Board of Directors and their Company/Affiliation

Susan G. Komen San Diego Race for the Cure®
Sk & 1 mile walk/run
Sunday, November 5, 2017
8:00 a.m. Balboa Park
KomenSanDiego.org/Race

Screens, Genes & The Choices We Make
Wednesday, March 14, 2018
5:30 pm
Hilton San Diego Bayfront

Screens, Genes & The Choices We Make is Susan G. Komen San Diego’s annual event where leading experts share the latest in breast cancer research, treatment, and scientific findings. It’s also a casual, engaging, and upbeat evening where everything — including good food — is on the table.

If you are unable to attend, a great way to make a difference is to help us fund our Mobile Mammogram Coach. Please visit KomenSanDiego.org or contact Judi Steadman at judi@sdkomen.org for more information.
HOW ARE YOU GOING TO BE MORE THAN PINK?

EVERY ACTION YOU TAKE IN SUPPORT OF OUR MISSION, WHETHER IT’S HELPING A FRIEND RECENTLY DIAGNOSED, RUNNING IN A RACE, OR DONATING, THOSE ACTIONS MAKE YOU MORE THAN PINK, AND HELP US GET CLOSER TO A WORLD WHERE NO ONE DIES FROM BREAST CANCER.

MONTHLY GIVING
Become a Hero of Hope today. No monthly gift is too small and every gift makes an impact.

LEAVE A LEGACY
Create a legacy today that can help end breast cancer tomorrow and include Susan G. Komen San Diego in your will or trust.

MAKE AN IMPACTFUL GIFT
Help us make a difference in San Diego County by giving a gift of outright cash or stock. Every gift gets us one step closer to achieving our BOLD GOAL.

KomenSanDiego.org

CONTACT JUDI STEADMAN FOR INFORMATION ON THESE PROGRAMS AND OTHER WAYS TO GIVE.

JUDI@SDKOMEN.ORG
858-573-2760 X107
Mission Statement
To help advance exceptional healthcare in our community.

Goals for 2017-18
Inspire philanthropic support in our community for programs, technology, and services that improve the quality of care and comfort available to North County citizens at Tri-City Medical Center. Areas of focus may include the Neonatal Intensive Care Unit, Women & Infant Services, Cardiovascular Institute, Orthopaedic and Spine Institute, Cardiac and Pulmonary Rehab, Emergency Department, Crisis Stabilization Unit, cancer screenings and support services.

Service Area
North San Diego County

Fundraising Events (or Areas of Funding)
- Tri-City Hospital Foundation Golf Tournament September 2018
- 38th Annual Diamond Ball - November 2018

Volunteer Opportunities
Volunteer opportunities are available on planning committees and at Tri-City Hospital Foundation events throughout the year. To learn more, contact Rosella Saucier at SaucierR@tcmc.com or 760-940-3597.

Giving Opportunities
Individuals, companies and family, corporate and community foundations can support Tri-City Hospital Foundation and their local hospital in a number of ways, including:
- Make a recurring monthly gift
- Estate Planning & Planned Giving
- Charitable Gift annuities
- Join Corporate Council, a business focused group dedicated to ensuring exceptional healthcare in North County.
- Join our Diamond Society (A giving club for donors)
- Attend or sponsor an event
- Volunteer in support of the Foundation
- Make a donation online at www.tricityhospitalfoundation.org

Board of Directors
and their Company/Affiliation

<table>
<thead>
<tr>
<th>Executive Committee</th>
<th>Board Members</th>
<th>Emeritus Members</th>
</tr>
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<tbody>
<tr>
<td>David Tweedy, PhD</td>
<td>Lylene Balken</td>
<td>Robert H. Carter</td>
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<tr>
<td>Chairman</td>
<td>Director of New Business</td>
<td>Retired, CPA</td>
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<tr>
<td>Clinical Psychologist Senior Medical Associates</td>
<td>Development</td>
<td>Community Leader</td>
</tr>
<tr>
<td>John Todd</td>
<td>John Todd</td>
<td>Rita Geldert</td>
</tr>
<tr>
<td>Vice Chair</td>
<td>US Marines</td>
<td>Retired Community Leader</td>
</tr>
<tr>
<td>Neal J. Stehly</td>
<td>Executive Vice President</td>
<td>Executive Vice President</td>
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<tr>
<td>Secretary</td>
<td>Benefits Division, HUB International</td>
<td>McCarthy Building</td>
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<tr>
<td>Rita Geldert</td>
<td>Executive Director</td>
<td>Companies, Inc.</td>
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<tr>
<td>Governance Chair</td>
<td>Retired City Manager</td>
<td>George Brown</td>
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<tr>
<td>Attorney/Professional Fiduciary</td>
<td>City of Vista</td>
<td>US Marines</td>
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<tr>
<td>O’Harra Estate Services</td>
<td>Colleen O’Harra</td>
<td>Retired</td>
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<tr>
<td>Jennifer Paroly</td>
<td>Development Chair</td>
<td>Sandee Carter</td>
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<tr>
<td>Community Health</td>
<td>Attorney/Professional Fiduciary</td>
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</tr>
<tr>
<td>Initiatives &amp; Physician Relations Chair</td>
<td>Attorney/Professional Fiduciary</td>
<td>Clayton Gardner</td>
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<tr>
<td>Principal</td>
<td>O’Harra Estate Services</td>
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<tr>
<td>Pacific Registry Services</td>
<td>Colleen O’Harra</td>
<td>Vista Knoll Specialized Care</td>
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<tr>
<td>Stanley Prowse, Esq., Audit Chair</td>
<td>Development</td>
<td>Steve Harrington</td>
</tr>
<tr>
<td>Attorney At Law</td>
<td>The Law Office of Stanley D. Prowse</td>
<td>Vice President Torrey Pines Bank</td>
</tr>
<tr>
<td>Kevin Stotmeister</td>
<td>Kevin Stotmeister</td>
<td>Louie Hayward</td>
</tr>
<tr>
<td>Immediate Past Chair</td>
<td>Attorney/Professional Fiduciary</td>
<td>Community Leader</td>
</tr>
<tr>
<td>President/CEO</td>
<td>Federal Health Visual Communications</td>
<td>Eugene Kouts \Director of Business</td>
</tr>
<tr>
<td>Federal Health Visual Communications</td>
<td>Chairman</td>
<td>Development Hospice of the South Coast</td>
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<tr>
<td>Communications</td>
<td>General Manager</td>
<td>Gene Ma, MD</td>
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<tr>
<td>Tory Walker</td>
<td>Harrah’s Resort Southern California</td>
<td>Emergency Physician, Chief of Staff</td>
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<tr>
<td>Finance Chair</td>
<td>Tri-City Emergency Medical Group</td>
<td>Todd Pfeiffer, MD</td>
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<tr>
<td>President</td>
<td>Darrell Pilant</td>
<td>Senior Vice-President, General Manager</td>
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<tr>
<td>Tory R. Walker</td>
<td>Joseph Sfeir, AIA</td>
<td>Managing Principal</td>
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<td>Engineering</td>
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<td>Stier Group</td>
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<td>Cuningham Group</td>
<td>Pacific Registry Services</td>
</tr>
</tbody>
</table>

Information
4002 Vista Way
Oceanside, CA 92056
Phone: 760-940-3370
Fax: 760-940-4053
www.tricityhospitalfoundation.org
TCHFoundation@tcmc.com
www.facebook.com/TriCityHospitalFoundation
twitter: @tricityhospfdn
Glen Newhart, MBA, CFRE
President & Chief Development Officer

OCTOBER 30, 2017
SAN DIEGO BUSINESS JOURNAL: CUSTOM CONTENT
Join us for an evening of comedy and laughs with Dana Carvey

Saturday, November 18, 2017
Omni La Costa Resort

Purchase your Sponsorship and Tickets TODAY!

Diamondball2017.com
760.940.3597

Enjoy a VIP Reception with Dana*
*included with select sponsorships

Raising funds to fight breast cancer in our community

PRESENTED BY
Bob & Sandee Carter & Family
Tri-City Medical Center
United Way of San Diego County

Mission Statement
Sparkling breakthrough community action that elevates children and families toward brighter futures.

Goals for 2017-18
• Improving student outcomes through literacy and attendance interventions to close the achievement gap.
• Providing emergency food, funding, and social supports to increase family stability.
• Amplifying our ability to support students and families by increasing membership in our Emerging Leaders Council, Women’s Leadership Council, and Tocqueville Society.

Service Area
United Way engages 16,000 donors, works with 400 businesses, 140 schools, and 330 partners to provide service to 105,000 families and children throughout San Diego County.

Fundraising Events (or Areas of Funding)
Join us for United Way’s 2nd Annual Changing the Odds Community Breakfast, Friday, May 11, 2018, at the San Diego Convention Center, where we’ll gather community partners, businesses and friends together – at one time, in one place with one goal: to change the odds for children. For sponsorship opportunities, contact Jim.Woods@uwsd.org

Volunteer Opportunities
In 2017, 486 dedicated volunteers donated more than 2,492 hours to make San Diego a better place by serving on United Way’s board and committees, participating in community improvement projects, reading to children and fundraising for United Way. For current volunteer opportunities, visit www.volunteer.uwsd.org

Giving Opportunities
• Donate online at www.uwsd.org/donate
• United Way Workplace Campaigns: Contact Jim.Woods@uwsd.org
• Tocqueville Society/Legacy Society/Grants: Contact Lisa.Kalal@uwsd.org
• Women’s Leadership Council: Contact elc@uwsd.org

Information
United Way of San Diego County
Alex Szekely United Way Center
4699 Murphy Canyon Road
San Diego, CA, 92123
Phone: 858-492-2000
www.uwsd.org
www.facebook.com/unitedwaysd
twitter.com/liveunitedsd
www.uwsd.org
Laurie Coskey, Ed.D.
President & CEO
Established: 1920

United Way of San Diego County

Board of Directors
and their Company/Affiliation

OFFICERS
Dave Carothers
Chair, Board Of Directors
Partner
Carothers DiSante & Freudenberger LLP
Vice Chair, Chair, Campaign Cabinet
Dr. Richard Pattenaude
President Emeritus,
Professor of Political Science
Ashford University

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San Diego Community College District

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Vice President
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Thomas A. Lemmon
Senior Director
Construction Trades
 skilled labor

Sung Drew
San Diego Co. Bldg. & Business Manager
Thomas A. Lemmon
Solar Turbines, Global Human Resources

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Hunters Industries, Inc.
Jennifer Roane
Vice President & District Manager
North San Diego District U.S. Bank

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Corporate and Information Governance/Authority Clerk
San Diego County
Regional Airport Authority
Matt Sager
Vice President
Global Human Resources
Solar Turbines, Incorporated

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Founder/CEO/Chairman
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Independa, Inc.
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Executive Director
Offices of Strengths & Vocation
Point Loma Nazarene University
Kenneth H. Weixel
Managing Partner
Deloitte & Touche LLP
Gordon Wiens
Senior VP & Credit Products Manager
Bank of America
Rachel Williams
Senior Director of
Human Resources
Dexcom

Top 10 United Way Workplace Campaigns
President? Author? Teacher? Lawyer?

She hasn’t decided yet, but she’s on her way. Reading by the end of third grade is a make-it-or-break-it moment for kids. Achieving this critically urgent benchmark predicts success in high school and creates future leaders of a strong workforce.

We believe all children should read to succeed in school and life.

YOU CAN HELP: TEXT ODDS TO 41444

uwsd.org/donate
Leading Change, Changing Lives

Making a Difference Locally, Nationally and Globally

USD was the first university on the West Coast to be designated as a Changemaker campus. It’s home to the first stand-alone school of peace studies in the nation and the only nursing school in Southern California dedicated to training advance-practice registered nurses. It’s the only Catholic university in the nation situated on an international border, and nearly 90 percent of students in its College of Arts and Sciences study abroad.

The University of San Diego’s $300 million Leading Change Campaign is enhancing the student experience, attracting the most brilliant faculty, preparing graduates to confront humanity’s most urgent challenges, and assuring that the best, brightest, and most deserving scholars will have all they need to succeed as a Torero.

Why? Because the world needs Changemakers.

The University of San Diego. Leading Change.
The University of San Diego is the youngest private institution to be ranked among the nation’s top-100 universities.

USD has also been ranked…

#1 most beautiful urban campus

#7 in the nation for undergraduate study abroad participation

#11 among Catholic colleges and universities in America

#12 of the best business schools for networking

#12 in the nation among engineering schools offering bachelor’s and master’s degrees

#13 Part-time MBA program

#14 among best colleges in the West

#15 of the best online graduate programs (Supply Chain Management)

leadingchange.sandiego.edu
Kids-To-Camp
We receive thousands of requests each year from parents in need of financial assistance to have their children attend Y camp. Through the generosity of others, we’re able to send more than 2,000 kids to camp on scholarship annually.

Planned Giving
- Provision in one’s will or revocable trust
- Life insurance or retirement plan beneficiary designation
- Charitable annuity
- Life estate gift (remainder interest in real property)

Capital Projects
With a goal of doubling our impact in the community and serving more people in more locations, the Y is continually raising building capital. For more information, call 858-292-9622 x107.

Board of Directors and their Company/Affiliation
Baron Herdelin-Doherty  
President & CEO
YMCA of San Diego County

Susan Mercure, Esq.  
YMCA Board Chair
Higgis Fletcher & Mack LLP

Jason Bowser  
YMCA Vice Chair
Senior Vice President
Union Bank

Glenn R. Carlson  
YMCA Vice Chair
Chief Executive Officer
Branded Investment Partners, L.P.

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YMCA Vice Chair
Chief Financial Officer  
(Retired)
Tocagen, Inc.

Ronald L. Ferrari  
YMCA Chair, Executive Committee
Principal
Bessemer Trust

John Maguire  
 Immediate Past Chair
President & CEO
Torrey Pines Bank

Gary Nordstrom  
YMCA Chair Board of Governors
Nordstrom Realty

Trindl Reeves  
YMCA Secretary
Chief Sales Officer
Marsh & McLennan Agency

John Sarkisian  
YMCA Vice Chair
Encontro North Park

Toby Schrann  
YMCA Treasurer
President
Commercial Banking
US Bank

Kathleen D. Scott  
YMCA Vice Chair
Venture Partner, Hale
Biopharma Ventures / CFO, Adigious Health

Josh Sherman  
YMCA Vice Chair
Director of Marketing
Hoehn Motors

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Ralph Barry  
Chief Business Officer
Aegis Therapeutics

Jim Benedict  
President
Innovative Giving

Andy Berg  
Executive Director
National Electrical Contractors Association

Bob Bolinger  
Vice President / Market Manager
Entencom San Diego

Robert K. Bruning  
Partner
Edward Bryant Partners

Ernst & Young LLP  
KPMG LLP

Mark Cafferty  
San Diego Regional Economic Development Corporation
Louis Canchola  
Eminent Sales
Blair Cannon  
Senior Vice President
UBS Private Wealth Management
David Charles  
Engineering Public Services Manager  
(Retired)
Otay Water District

Frederick W. Close, M.D.  
Orthopedic Surgeon
Don English, Esq.

Cecile Galvez  
Director
Deloitte LLP

Bill Geppert  
Senior Vice President and General Manager  
(Retired)
Cos Communications

Frederic L. Gordon, Esq.

Gordon & Holmes

Vernon R. Hawkins  
Senior Vice President
Western Market Comerica Bank

Karla C. Hertzog  
CEO & Chairman
Innovative Employee Solutions

Arthur Hightower  
YMCA Vice Chair
Director of Player Engagement

Los Angeles Chargers

Mike Hood  
Senior Vice President  
(Retired)
California Bank & Trust

Paul Hybert  
CEO
Kodiak Building Partners

Gordon Johns  
Partner  
(Retired)
Deloitte LLP

Samantha Jones  
Executive Vice President and Division Manager
Wells Fargo

Alex Kim  
Director Residential Services
San Diego Gas & Electric

Eric Klein  
Vice President, General Counsel and Corporate Secretary
Kyocera International, Inc.

Rodney N. Lanthorne  
Chairman (Retired)
Kyocera International, Inc.

Jason Levin  
President
Dos Gringos

Derek McMahon  
President / CEO
McMahons Steel Company, Inc.

G. Michael Marvel  
CFO
Cox Communications

Margie Maddux  
Newman

RPG Team Leader

Jennifer Petterson

AMI Healthcare

Anna Rabbani  
Partner
RPG Team Leader

Thales Properties

Christopher Pannaciulli  
Senior Vice President, Global

Deepak Gandhi  
Commercial Bank

John Schell, M.D.  
Global

Phillip Schneider  
Nonprofit Advisor

Johnnie Perkins  
President, Global

Brian Scott  
City of San Diego Environmental Services Department

Ruth Pugh  
RPG Team Leader

John Nordstrom

Bessemer Trust

CFO, Adigious Health

Toby Schrann  
YMCA Treasurer

US Bank

Kathleen D. Scott  
YMCA Vice Chair

Merrill Lynch

Janice Patterson  
Senior Vice President, Global

Johnnie Perkins

Brian Scott

US Bank

Toby Schrann

3708 Ruffin Rd.
San Diego, CA 92123
Phone: 858-292-9622
Fax: 858-292-0045
www.ymca.org
www.facebook.com/YMCASanDiego
www.instagram.com/YMCASanDiego

Baron Herdelin-Doherty  
President & CEO
Established: 1882

Mission Statement
The YMCA of San Diego County is dedicated to improving the quality of human life and to helping all people realize their fullest potential as children of God through the development of spirit, mind and body.

Goals for 2017-18
We focus our work in three key areas, youth development, healthy living and social responsibility, because nurturing the potential of kids, helping people live healthier, and supporting our neighbors are fundamental to strengthening communities.

Service Area
We touch the lives of one out of every eight people in San Diego County.

Fundraising Events (or Areas of Funding)
When you give to the YMCA, you help move people forward. Several major fundraising events are held throughout San Diego County. Go to www.ymca.org to find the Y in your local community to view upcoming events.

Volunteer Opportunities
- Y volunteers give men, women and children of all ages and from all walks of life the resources and support they need to be healthy, confident, connected and secure.
- Serve on our Corporate Board of Directors or one of our Branch Boards of Advisors.
- Raise funds to ensure the Y is accessible to everyone in the community.
- Coach our sports teams or teach classes.
- Motivate and support youth in building the character values, skills and relationships that lead to positive behaviors, better health, smart life choices and the pursuit of education goals.
- Go to www.ymca.org/volunteer to volunteer today!

Giving Opportunities
Annual Campaign
Conducted annually in February and March by volunteers to secure charitable donations to help fund the Y’s extensive youth programs, ensuring no child or family is turned away due to inability to pay.

Information
GIVE THE GIFT OF POSSIBILITY
YMCA OF SAN DIEGO COUNTY
When you donate to the Y, you are giving kids in need the opportunity to explore all they can become.

ymca.org/give
The Y. For a better us.
<table>
<thead>
<tr>
<th>Rank</th>
<th>Agency Name</th>
<th>Address</th>
<th>Phone</th>
<th>Local revenue: (millions) FY 2016</th>
<th>% of total</th>
<th>Program service revenue: (millions)</th>
<th>% of total</th>
<th>San Diego expenses: (millions)</th>
<th>% of total</th>
<th>Management/operations: (millions)</th>
<th>% of total</th>
<th># of local employees: Full-time/Part-time</th>
<th>% of total</th>
<th>People served</th>
<th>% of total</th>
<th>Volunteers</th>
<th>% of total</th>
<th>Executive director</th>
<th>Year est. locally</th>
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<tr>
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<td>San Diego Imperial Counties Developmental Services, Inc.</td>
<td>4335 Ruffin Road, San Diego 92123</td>
<td><a href="http://www.sdic.org">www.sdic.org</a> 858-576-2996</td>
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<td>38,475</td>
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<td>Carlos Flores</td>
<td>2016</td>
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<tr>
<td>2</td>
<td>YMCA of San Diego County</td>
<td>3710 Ruffin Road, San Diego 92123</td>
<td><a href="http://www.ymca.org">www.ymca.org</a> 858-262-9632</td>
<td>$168.83</td>
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<td>Baron Herdelin-Doherty</td>
<td>na</td>
<td>1982</td>
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<tr>
<td>3</td>
<td>San Ysidro Health Center</td>
<td>1275 30th St., San Diego 92154</td>
<td><a href="http://www.syd.org">www.syd.org</a> 858-462-4100</td>
<td>$135.22</td>
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<td>Jewish Community Foundation of San Diego</td>
<td>4950 Murphy Canyon Road, San Diego 92123</td>
<td><a href="http://www.jcfandiego.org">www.jcfandiego.org</a> 858-279-2746</td>
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<td>Neighborhood House Association</td>
<td>5600 Copley Drive, San Diego 92111</td>
<td><a href="http://www.neighborhoodhouse.org">www.neighborhoodhouse.org</a> 858-715-2642</td>
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<td>North County Health Services</td>
<td>150 Via Predisca, San Marcos 92069</td>
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<td>St. Paul's Senior Services</td>
<td>323 Maple St., San Diego 92103</td>
<td><a href="http://www.sponseniors.org">www.sponseniors.org</a> 619-239-6900</td>
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<td>Goodwill Industries of San Diego County</td>
<td>3663 Rosecrans St., San Diego 92110</td>
<td><a href="http://www.sdgoodwill.org">www.sdgoodwill.org</a> 619-225-2200</td>
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<td>San Diego Foundation</td>
<td>2508 Historic Decatur Road, Suite 200, San Diego 92106</td>
<td><a href="http://www.sdfoundation.org">www.sdfoundation.org</a> 619-235-2300</td>
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<td>Feeding San Diego</td>
<td>3945 Napier Ave, Suite 135, San Diego 92121</td>
<td><a href="http://www.feedingsandiego.org">www.feedingsandiego.org</a> 858-452-3663</td>
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<td>1335 Third Ave., Chula Vista 91911</td>
<td><a href="http://www.maacproject.org">www.maacproject.org</a> 619-426-3595</td>
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<td>Arnell Manriquez</td>
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<td>Planned Parenthood of the Pacific Southwest</td>
<td>1075 Camino del Rio S., San Diego 92108</td>
<td><a href="http://www.planned.org">www.planned.org</a> 619-981-4550</td>
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<td>3610 Galway Center Ave., Suite 100, San Diego 92102</td>
<td><a href="http://www.sandiegobloodbank.org">www.sandiegobloodbank.org</a> 858-296-5300</td>
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<td>3693 Distribution Ave., San Diego 92121</td>
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<td>The Salvation Army San Diego</td>
<td>2320 Fifth Ave., San Diego 92101</td>
<td><a href="http://www.sandiego.salvationarmy.org">www.sandiego.salvationarmy.org</a> 619-231-6000</td>
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<td>San Diego Workforce Partnership (SDWP)</td>
<td>3910 University Ave., Suite 400, San Diego 92105</td>
<td><a href="http://www.workforce.org">www.workforce.org</a> 619-228-2900</td>
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<td>Peter Callstrom</td>
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Committee Encouraging Corporate Philanthropy (CECP)
The Committee Encouraging Corporate Philanthropy (CECP) is the only international forum of business CEOs and chairpersons focused exclusively on corporate philanthropy. CECP offers its members essential resources, including a proprietary online benchmarking tool, networking programs, research, and opportunities for best-practice sharing. www.corporatephilanthropy.org

Boston College Center for Corporate Citizenship (BCCCC)
The Boston College Center for Corporate Citizenship (BCCCC) at the Carroll School of Management engages 400 member companies and over 10,000 individuals annually to share knowledge and expertise about the practice of corporate citizenship through the Center’s executive education programs, online community, regional programs, and our annual conference. www.bcccc.net/index.cfm

Council on Foundations
The Council on Foundations (COF) provides its corporate philanthropy members with publications, professional development opportunities and other resources. www.cof.org/content/leading-corporate-philanthropy

Business Doing Good Business
Doing Good is a practical resource focused on helping small- to mid-sized businesses build give back programs into their organizations. www.businessdoinggood.com

Association of Corporate Contributions Professionals (ACCP)
The Association of Corporate Contributions Professionals (ACCP) is the nation’s leading independent organization providing services and support for corporate contributions, community relations, and employee volunteer managers. www.accp.org

Corporate Citizenship Center
The Corporate Citizenship Center (formerly the Business Civic Leadership Center) is a 501(c)3 affiliate of the U.S. Chamber of Commerce that works with leaders from the business, government, and nonprofit sectors to address and act on shared goals. BCLC addresses societal issues that affect business, such as globalization, community development, disaster response, and more. www.uschamberfoundation.org/corporate-citizenship-center

The Philanthropic Initiative, Inc.
The Philanthropic Initiative, Inc. (TPI) is a nonprofit advisory team that designs, carries out and evaluates philanthropic programs for individual donors, families, foundations, and corporations. www.tpi.org

Reimagining Service
Reimagining Service is a national, multi-sector coalition dedicated to increasing social impact through effective volunteer engagement that provides research and other resources to achieve this mission. www.reimagineingservice.org

Salesforce Foundation
The Salesforce Foundation has some great sample documents to help companies create a foundation, including documents to help align your board and executive team, foundation executive and staff positions, and grant RFQs, budgets and agreements. www.salesforcefoundation.org/about-us/pledge1

Business for Social Responsibility (BSR)
Business for Social Responsibility (BSR) works with its global network of nearly 300 member companies to develop sustainable business strategies and solutions through consulting, research, and cross-sector collaboration. www.bsr.org/en

San Diego Grantmakers
San Diego Grantmakers is a membership association of organizations and individuals that gives strategically and significantly to multiple nonprofits each year, including corporate foundations and giving programs. www.sdgrantmakers.org

Conference Board
The Conference Board is a global, independent business membership and research association working in the public interest. Its mission is to provide the world’s leading organizations with the practical knowledge they need to improve their performance and better serve society. https://www.conference-board.org/about
Nonprofit Agencies

Ranked by local revenue in fiscal 2016

<table>
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<tr>
<th>Rank</th>
<th>Agency</th>
<th>Address</th>
<th>Phone</th>
<th>Local revenue: (millions)</th>
<th>FY 2016</th>
<th>% of total</th>
<th>% of total</th>
<th>San Diego expenses: (millions)</th>
<th># of local employees: Full-time equivalent</th>
<th>People served</th>
<th>Volunteers</th>
<th>Est. volunteer hours</th>
<th>Exec. director</th>
<th>Year est. formed</th>
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<td>Vista Hill Foundation</td>
<td>8910 Clairemont Mesa Blvd., San Diego 92123</td>
<td><a href="http://www.vistahill.org">www.vistahill.org</a> 858-514-5100</td>
<td>$33.77</td>
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<td>The Arc of San Diego</td>
<td>3030 Market St., San Diego 92102</td>
<td><a href="http://www.arc.sd.com">www.arc.sd.com</a> 619-685-1175</td>
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<td>The Elizabeth Hospice</td>
<td>500 La Terraza Blvd., Suite 101, Escondido 92025</td>
<td><a href="http://www.elizabethhospice.org">www.elizabethhospice.org</a> 858-797-2050</td>
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<td>South Bay Community Services</td>
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<td><a href="http://www.southbaycommunityservices.org">www.southbaycommunityservices.org</a> 619-420-3620</td>
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<td>San Diego Symphony Orchestra Association</td>
<td>1242 Seventh Ave., San Diego 92101</td>
<td><a href="http://www.sandiegosymphony.org">www.sandiegosymphony.org</a> 819-235-0800</td>
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<td>1908 Friendship Dr., El Cajon 92020</td>
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<td><a href="http://www.animalcenter.org">www.animalcenter.org</a> 858-796-4117</td>
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<td>318 University Avenue, Suite 317, San Diego 92104</td>
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<td>Exec. director</td>
<td>Year est. locally</td>
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<td>Employment &amp; Community Options</td>
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<td>858-965-9870</td>
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<td>4126 Executive Drive, La Jolla 92037</td>
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<td>1231 Utopia Dr., San Diego 92103</td>
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<td>619-2110</td>
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**TAX | CONSULTING | ATTEST SERVICES**

We are one of the leading providers of attest and tax services to San Diego's Not-for-Profit, Real Estate and Technology & Life Sciences companies.

Contact: Mike Lichtenberger at mlichtenberger@cbiz.com
<table>
<thead>
<tr>
<th>Agency Address Website Phone</th>
<th>Local revenue: (millions) FY 2016</th>
<th>% of (1)</th>
<th>Funding</th>
<th>% of funding</th>
<th>Revenue trend Inc/Dec</th>
<th>% trend revenue Inc/Dec</th>
<th>Net assets (millions)</th>
<th>% trend net assets Inc/Dec</th>
<th>San Diego expenses (millions)</th>
<th>% trend expenses Inc/Dec</th>
<th>% of local employees Full-time Part-time</th>
<th># of local employees</th>
<th>Nonprofit profile per People served Volunteers Ext. volunteer hours</th>
<th>Exec. director</th>
<th># of directors</th>
<th>Year est. locally</th>
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<td>Partnerships With Industry 7540 Metropolitan Drive, Suite 105, San Diego 92108 <a href="http://www.partnerswithindustry.org">www.partnerswithindustry.org</a> 844-204-3645</td>
<td>$6.21</td>
<td>$5.56</td>
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<td>96</td>
<td>67</td>
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<td>110</td>
<td>545</td>
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<td>1,349</td>
<td>Mark Berger</td>
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<td>Voices for Children 2811 Meadow Lark Drive, San Diego 92123 <a href="http://www.voicesforchildren.org">www.voicesforchildren.org</a> 858-569-2019</td>
<td>$6.02</td>
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<td>1,486</td>
<td>74,099</td>
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<td>Boys &amp; Girls Clubs of San Diego 533 Lomas Santa Fe Drive, Solana Beach 92075 <a href="http://www.bgcsandiego.org">www.bgcsandiego.org</a> 858-793-7345</td>
<td>$5.84</td>
<td>$5.86</td>
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<td>7</td>
<td>8</td>
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<td>10,840</td>
<td>402</td>
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<td>Marinke Vandervort</td>
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<td>Monarch School Project 1625 Newton Ave., San Diego 92113 <a href="http://www.monarchschools.org">www.monarchschools.org</a> 819-622-4100</td>
<td>$4.9</td>
<td>$3.35</td>
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<td>31</td>
<td>7</td>
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<td>Seacrest Foundation 211 Saxony Road, Encinitas 92024 <a href="http://www.seacrestfoundation.org">www.seacrestfoundation.org</a> 760-632-0081</td>
<td>$4.81</td>
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<td>Promises2Kids 9400 Ruffin Court, Suite A, San Diego 92123 <a href="http://www.promises2kids.org">www.promises2kids.org</a> 760-278-4800</td>
<td>$4.49</td>
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<td>Junior Achievement of San Diego County Inc. 4750 Mission Gorge Road, San Diego 92120 <a href="http://www.jasandiego.org">www.jasandiego.org</a> 858-682-5135</td>
<td>$4.3</td>
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<td>60</td>
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<td>Center for Community Solutions 4530 Mission Bay Drive, San Diego 92129 <a href="http://www.ccssd.org">www.ccssd.org</a> 858-272-5777</td>
<td>$4.18</td>
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<td>San Diego Re/Property Theatre 79 Horton Plaza, San Diego 92101 <a href="http://www.s%D0%B4%D1%80t.org">www.sдрt.org</a> 819-231-3586</td>
<td>$4.07</td>
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<td>Plant With Purpose 4747 Morena Blvd., Suite 100, San Diego 92117 <a href="http://www.plantwithpurpose.org">www.plantwithpurpose.org</a> 858-274-3718</td>
<td>$3.53</td>
<td>$4.61</td>
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<td>Scott Sablin</td>
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<td>Mama’s Kitchen 3860 Home Ave., San Diego 92105 <a href="http://www.mamaskitchen.org">www.mamaskitchen.org</a> 819-235-6282</td>
<td>$3.21</td>
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<td>56</td>
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<td>Accion San Diego 404 East Santa Fe Drive, Suite 271, San Diego 92114 <a href="http://www.us.accion.org/your-accion/san-diego">www.us.accion.org/your-accion/san-diego</a> 858-795-7250</td>
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<td>4</td>
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<td>Alliant Educational Foundation 10450 Pomerado Road, San Diego 92131 <a href="http://www.alliantedfoundation.org">www.alliantedfoundation.org</a> 858-635-4488</td>
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<td>Access 2612 Daniel Ave., San Diego 92111 <a href="http://www.access2jobs.org">www.access2jobs.org</a> 858-560-6581</td>
<td>$2.89</td>
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<td>Reality Changers 3810 University Avenue, Suite 300-R, San Diego 92105 <a href="http://www.realitychangers.org">www.realitychangers.org</a> 858-516-2222</td>
<td>$2.24</td>
<td>$2.23</td>
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<td>2</td>
<td>25</td>
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<td>Angels Foster Family Network 9295 Farnham St., Suite 200, San Diego 92123 <a href="http://www.angelsfoster.org">www.angelsfoster.org</a> 858-263-8100</td>
<td>$2.1</td>
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<td>16</td>
<td>13</td>
<td>2</td>
<td>123</td>
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<td>Living Coast Discovery Center 1020 Evergreen Drive, Chula Vista 91910 <a href="http://www.livingcoast.org">www.livingcoast.org</a> 858-409-5900</td>
<td>$1.9</td>
<td>$1.91</td>
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<td>Catholic Community Foundation of San Diego 3918 Padrucha Drive, San Diego 92117 <a href="http://www.ccfstd.org">www.ccfstd.org</a> 858-490-8365</td>
<td>$1.78</td>
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<td>1,200,000</td>
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To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the information, some data may not be complete or may not reflect the most current information available. Some organizations have declined to participate or did not return a survey by press time. It is not the intent of this list to address the concerns of specific community entities or organizations. Some organizations have declined to participate or did not return a survey by press time. It is not the intent of this list to address the concerns of specific community entities or organizations.
## San Diego Family Foundations

### Assets: 2015

<table>
<thead>
<tr>
<th>Rank</th>
<th>Foundation Name</th>
<th>Address/Website</th>
<th>2015 Grant Awards</th>
<th>Mission or Focus (Partial List)</th>
<th>Top Local Exec. Title(s)</th>
<th>Phone</th>
<th>Year Founded</th>
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<tbody>
<tr>
<td>1</td>
<td>Price Philanthropies Foundation</td>
<td>7777 Fay Ave., Suite 300, La Jolla 92037</td>
<td>$473,599,336</td>
<td>Seeks to improve life opportunities for youth &amp; families through grant making</td>
<td>Richard Price</td>
<td>858-551-3231</td>
<td>1983</td>
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<td>Walf Family Foundation</td>
<td>P.O. Box 1945, La Jolla 92038</td>
<td>$140,011,593</td>
<td></td>
<td>Theodore Walf</td>
<td>858-551-4400</td>
<td>1993</td>
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<td>3</td>
<td>Gary and Mary West Foundation</td>
<td>305 Lomas Santa Fe Drive, Suite 230, Solana Beach 92075</td>
<td>$125,282,166</td>
<td>Lowering the cost of health care, senior wellness &amp; service canines</td>
<td>Shelley Lyford</td>
<td>760-602-0195</td>
<td>2006</td>
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<td>4</td>
<td>Leichtag Family Foundation</td>
<td>441 Saxony Road, Encinitas 92024</td>
<td>$119,495,268</td>
<td>Igniting &amp; inspiring vibrant Jewish life, advancing self-sufficiency</td>
<td>James Farley</td>
<td>858-929-1569</td>
<td>1967</td>
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<td>Jacobs Center for Neighborhood Innovation</td>
<td>404 Euclid Ave., San Diego 92114</td>
<td>$122,147,725</td>
<td>Resident ownership of neighborhood change</td>
<td>Reginald Jones</td>
<td>858-732-2090</td>
<td>1995</td>
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<td>7</td>
<td>Stewardship Foundation</td>
<td>1020 W. Mission Road, Escondido 92029</td>
<td>$81,574,740</td>
<td>Resources to Christ-centered organizations</td>
<td>Jacob Brouwer</td>
<td>760-746-0556</td>
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<td>Charles Lee Powell Foundation</td>
<td>7742 Horseshoe Ave., Suite A, La Jolla 92037</td>
<td>$49,857,581</td>
<td>Focused on funding impactful grants to engineering programs</td>
<td>Joel Holloway</td>
<td>858-459-3699</td>
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<td>Gumpert Foundation</td>
<td>P.O. Box 231549, Encinitas 92023</td>
<td>$43,474,484</td>
<td>Child welfare, health, human services</td>
<td>David Consawrew</td>
<td>858-457-5550</td>
<td>2007</td>
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<td>10</td>
<td>The Parker Foundation</td>
<td>2604-B B Camro Real, Suite 244, Carlsbad 92008</td>
<td>$39,227,640</td>
<td>Betterment of life for all people of San Diego County</td>
<td>Judy McDonald</td>
<td>760-602-0630</td>
<td>1971</td>
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<td>The Greenbaum Foundation</td>
<td>P.O. Box 9910, Rancho Santa Fe 92067</td>
<td>$37,081,379</td>
<td>International innovative human rights projects benefiting children &amp; youth</td>
<td>James Greenbaum Jr.</td>
<td>858-759-8335</td>
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<td>Donald C. &amp; Elizabeth M. Dicksonick Foundation</td>
<td>P.O. Box 7078, Rancho Santa Fe 92067</td>
<td>$36,289,338</td>
<td>Education, health &amp; human services &amp; museums</td>
<td>Martin Dickinson</td>
<td>858-759-3526</td>
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<td>The Gilbert J. Martin Foundation</td>
<td>685 Torrey Pk, La Jolla 92037</td>
<td>$34,714,731</td>
<td>Education, scholarships, social service, the arts</td>
<td>Roger Anderson</td>
<td>858-488-7544</td>
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<td>Issa Family Foundation</td>
<td>P.O. Box 1308, Vista 92085</td>
<td>$33,464,655</td>
<td>Human services</td>
<td>David E. Issa</td>
<td>619-235-8099</td>
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<td>Linden Root Dickson Foundation</td>
<td>3245 Indian Mills Lane, Jamul 91935</td>
<td>$32,529,393</td>
<td>Education, arts, social services</td>
<td>Robert Sanders</td>
<td>619-441-7600</td>
<td>1991</td>
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<td>Avery Tow Foundation</td>
<td>5075 Ruffin Road, San Diego 92123</td>
<td>$26,516,046</td>
<td>Schools, churches, social services, AIDS, &amp; Asian-American culture</td>
<td>Sally Tow Wang-Avery</td>
<td>858-922-4021</td>
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<td>Legger Bentbough Foundation</td>
<td>2505 Fifth Ave., Suite 712, San Diego 92103</td>
<td>$24,103,638</td>
<td>Improving the quality of life of San Diegans</td>
<td>Peter Elsworth</td>
<td>858-235-8099</td>
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<td>JW Setton Foundation</td>
<td>2505 Fifth Ave., Suite 808, San Diego 92103</td>
<td>$23,503,114</td>
<td>Natural science &amp; natural history in the areas of education, research &amp; preservation</td>
<td>Harvey Setton</td>
<td>619-685-2900</td>
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<td>Altobroos Foundation</td>
<td>2860 Altobroos St., San Diego 92103</td>
<td>$21,213,057</td>
<td>The arts</td>
<td>Brent Woods</td>
<td>619-490-6300</td>
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<td>$19,549,361</td>
<td>Education, health, social support, cultural centers</td>
<td>Daniel Epstein</td>
<td>858-614-7200</td>
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<td>Girard Foundation</td>
<td>2223 Avenida de la Playa, Suite 203, La Jolla 92037</td>
<td>$19,347,188</td>
<td>More funding/innovation &amp; reform in K-12 education, with the goal of helping students</td>
<td>R.B. Wolley Jr.</td>
<td>858-558-9200</td>
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<td>The J.A.R.S. Foundation</td>
<td>4225 Executive Square, Suite 1150, La Jolla 92037</td>
<td>$18,870,129</td>
<td>Education</td>
<td>Jay Nielsen</td>
<td>619-558-9200</td>
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<td>24</td>
<td>The Viterbi Family Foundation</td>
<td>4030 Murphy Canyon Road, San Diego 92123</td>
<td>$18,032,634</td>
<td>To increase support for a vibrant &amp; secure Jewish &amp; general community</td>
<td>Andrew J. Viterbi</td>
<td>858-279-2740</td>
<td>2007</td>
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<td>25</td>
<td>Ellen Browning Scripps Foundation</td>
<td>6121 Tarryhill Drive, La Jolla 92037</td>
<td>$18,000,587</td>
<td>Education, health care, hospitals, local nonprofits</td>
<td>Paul Scripps</td>
<td>858-312-3311</td>
<td>1940</td>
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<tr>
<td>26</td>
<td>The Stillman Foundation</td>
<td>P.O. Box 676287, Rancho Santa Fe 92067</td>
<td>$16,801,296</td>
<td>Arts, culture, religion, performing arts</td>
<td>Robert Stillman</td>
<td>619-558-0361</td>
<td>2000</td>
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<td>27</td>
<td>Atkins Family Foundation</td>
<td>6845 La Jolla Semic Drive S., La Jolla 92037</td>
<td>$16,559,717</td>
<td>Arts &amp; culture, education, foundations, human services</td>
<td>Richard Atkins</td>
<td>858-558-9200</td>
<td>1939</td>
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<td>28</td>
<td>Menard Foundation</td>
<td>4225 Executive Square, Suite 1150, La Jolla 92037</td>
<td>$16,473,000</td>
<td>Offers opportunities &amp; hope to people in order to help them to reach their full potential</td>
<td>Barbara Menard</td>
<td>858-558-9200</td>
<td>1999</td>
</tr>
</tbody>
</table>
San Diego Family Foundations

Investment in San Diego Can Drive Real Returns... And Community Solutions

By Megan Thomas
VP Collaboration for Special Initiatives
San Diego Grantmakers

The 2017 Giving Guide showcases our region’s most thoughtful, strategic, and generous individuals and institutions. Their support of the nonprofits leading change in our community is incredibly important. San Diego Grantmakers helps strengthen local philanthropy by connecting and activating funders to learn, lead and invest in our community. And recently, we are helping our members and other investors add a new tool to their toolkit: impact investing.

Impact investing is commonly defined as ‘investments made into companies, organizations, and funds with the intention to generate measurable social and environmental impact alongside a financial return.’ Investments of this nature are growing rapidly and are expected to continue on that trajectory.

The United States Forum for Sustainable and Responsible Investment (US SIF) estimated the investment market to be $6.5 trillion in 2014; by 2016 the market had grown to $8.1 trillion. Impact investing among U.S. philanthropic foundations is just beginning. In 2015, the Center for Effective Philanthropy survey of 64 private foundation CEOs revealed that only 2% of endowments were currently engaged in impact investing. Respondents also reported only 0.5% of their foundation’s program/grant budget went toward impact investing. These results show extensive room for growth in private foundation involvement in impact investing.

Currently, there is capital interested in investment opportunities that would also have positive social and environmental impacts, but limited by the pipeline of investment-ready projects. Connecting the opportunities is critical but there are other conditions or environmental factors that need to be addressed as well as systemic barriers to overcome.

For example, while black women comprise the fastest-growing group of entrepreneurs in the U.S., they received only 0.2% of total funding from 2012-2014, averaging $36,000 each. Whether pipelines are not holding the most promising ventures or investors are systematically overlooking minority entrepreneurs, we need to acknowledge that something has to change.

With leadership from the San Diego Impact Investors Network (SDIIIN), San Diego Grantmakers is beginning to weave impact investing into the fabric of our day-to-day work as we seek ways to help catalyze these community investments alongside philanthropists and other investors.

SDIIIN is committed to building a regional market for impact investing, has an ambitious goal to activate $100 million in new impact investments in the San Diego region by 2025. To achieve this goal, SDIIIN focuses on three primary objectives:

- Developing an ecosystem of key impact investing stakeholders that supports the practice of, and opportunities for, impact investing.
- Hosting educational workshops that provide information about the many types and components of impact investing.
- Creating a space where systemic gaps can be filled by creation of new intermediary agencies or connections between investors and investees.

Local foundations are already exploring these new investment strategies. Alliance Healthcare Foundation regularly considers making loans in addition to grants, and The San Diego Foundation created a low interest loan fund to alleviate the burden of high-interest loans borne by grantees.

San Diego is one of just a few communities in the nation bringing investors, entrepreneurs and philanthropists together to think differently about how communities can work together, break down silos and achieve real social, environmental and economic results. Achieving a connected and robust impact investing environment with a range of investment opportunities and a pipeline of innovative solutions moves our region forward.
**GIVING GUIDE 2017**

San Diego Family Foundations

Ranked by total assets in 2015  |  Researched by Gina Bertuzzi

<table>
<thead>
<tr>
<th>Rank</th>
<th>Foundation</th>
<th>Address</th>
<th>Website</th>
<th>Assets:</th>
<th>2015 grant awards</th>
<th>Mission or focus (partial list)</th>
<th>Top local exec.</th>
<th>Phone</th>
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<tbody>
<tr>
<td>41</td>
<td>Bell Charitable Foundation</td>
<td>P.O. Box 642, Rancho Santa Fe 92067</td>
<td>na</td>
<td>$8,363,689</td>
<td>$455,500</td>
<td>Health care, elderly, theater, humane society</td>
<td>Kathleen Bell-Flynn</td>
<td>858-766-1589</td>
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<td>42</td>
<td>Lash Foundation</td>
<td>P.O. Box 22916, San Diego 92122</td>
<td>na</td>
<td>$7,376,958</td>
<td>$246,904</td>
<td>Education, health care, faith-based charities</td>
<td>Lawrence Kire</td>
<td>858-401-0618</td>
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<td>43</td>
<td>DeFalco Family Foundation Inc.</td>
<td>410 18th St., San Diego 92101</td>
<td>na</td>
<td>$6,748,673</td>
<td>$420,500</td>
<td>Education, health care, people with disabilities</td>
<td>Samantha DeFalco</td>
<td>619-235-6800</td>
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<td>44</td>
<td>Rice Family Foundation</td>
<td>4471 Jotteld Drive, San Diego 92117</td>
<td><a href="http://www.xfamiliefoundation.org">www.xfamiliefoundation.org</a></td>
<td>$6,169,146</td>
<td>$329,488</td>
<td>Educational programs &amp; personal leadership development programs for young children</td>
<td>Shar Salter</td>
<td>858-537-2165</td>
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<td>45</td>
<td>The Oak Tree Philanthropic Foundation</td>
<td>330 Oxford St., Suite 212, Chula Vista 91911</td>
<td>na</td>
<td>$6,162,854</td>
<td>na</td>
<td>Faith-based charities, health care</td>
<td>Dana Maciuunas-Mockus</td>
<td>858-425-7934</td>
</tr>
<tr>
<td>46</td>
<td>Thomas G. Ackerman Foundation</td>
<td>3735 Avocado Blvd., Suite 518, La Mesa 91941</td>
<td><a href="http://www.ackermanfoundation.org">www.ackermanfoundation.org</a></td>
<td>$5,762,888</td>
<td>$206,500</td>
<td>Helping youth of the people in our community in their early education</td>
<td>Robert G. Copeland</td>
<td>na</td>
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<td>47</td>
<td>Zankel Family Foundation</td>
<td>3940 Herschel St., San Diego 92103</td>
<td>na</td>
<td>$5,689,059</td>
<td>$597,530</td>
<td>Social service, environmental, science, arts</td>
<td>Sara Lisa Brightwood</td>
<td>858-700-4338</td>
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<td>48</td>
<td>Dunaway Foundation</td>
<td>9333 Genesee Ave., Suite 110, San Diego 92121</td>
<td>na</td>
<td>$4,652,749</td>
<td>$7,800,000</td>
<td>Religion</td>
<td>Joan Jacobs</td>
<td>858-554-0600</td>
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<td>49</td>
<td>The Lipo Family Foundation</td>
<td>1001 S. 30th St., Suite 211, Coronado 92118</td>
<td>na</td>
<td>$3,823,880</td>
<td>$285,500</td>
<td>Adult &amp; child mentoring, education, science</td>
<td>Charles Hayes</td>
<td>858-435-4195</td>
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<td>50</td>
<td>Ute City Charitable Trust</td>
<td>3166 Wildflower Summit, Encinitas 92024</td>
<td>na</td>
<td>$3,955,838</td>
<td>$1,085,500</td>
<td>Faith-based charities, social services, health services</td>
<td>Dawn Berson</td>
<td>858-794-8440</td>
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</tbody>
</table>

**Why Philanthropy?**

By Richard Bockoff  
Partner at San Diego Social Venture Partners

What motivates some people to want to share? Others want to help and still others choose to do very little or nothing at all. When “sharers” are questioned the answer frequently is simply “I just wanted to give something back.”

Where does this sense of giving back come from? Certainly religion is part of the answer? Tithing is instilled in every religion. When I was a kid we had a tin box in the kitchen and the kids put change into it every weekend. Where the money went I haven’t a clue but I thought we were helping someone less fortunate. Certainly my parents had an influence although I never thought of them as particularly charitable.

Along with religion there are social, philosophical and ideological explanations for the desire to share. Many feel that they have been so fortunate along the way that they almost feel a sense of obligation to give something back. For me the most fulfilling way to give back is to volunteer my time and talents. Touching the animals is entirely different than going to the gala. Both are needed and wonderful but I discovered gratifying philanthropy through hands on volunteering. I’ve done everything from blowing up balloons to serving on committees and boards. At every step along this philanthropic journey I met and ballooned to serving on committees done everything from blowing up balloons to serving on committees.

Each of us makes our contributions for different reasons that in some small way fulfill a desire for recognition while we build our legacy. We are all writing our own autobiography. Many are driven by an ideological desire to teach values and goals to their children. Parents want to teach family members the importance of helping others. Others are motivated by a desire to encourage positive change in society by supporting causes they feel strongly about. Church, alma mater, health research are the largest beneficiaries. By incorporating giving into one’s personal life it may also satisfy financial and estate planning needs. It is no secret that the government encourages philanthropy by allowing charitable deductions. There is a portion of every dollar you make that is going to support social causes through either taxes or charitable deductions.

In short, philanthropy fulfills a basic need to attach meaning to one’s life. To know that our lives matter and that we tried to make a difference in the world while we were here, that is the essence of philanthropy.
Bad News:
The TERI organization’s energy costs were skyrocketing.

Good News:
Solar systems for all 12 of their residential group homes. Savings year 1? $51,846.00

For more about the amazing work this organization does for people with special needs and the opportunity to donate toward the realization of their Campus of Life go to: teriinc.org.
Health ensurance.

Plant the idea in everyone’s mind.
At Kaiser Permanente, we believe a happier, healthier you is well within reach.

For more information, visit kp.org/sandiego.